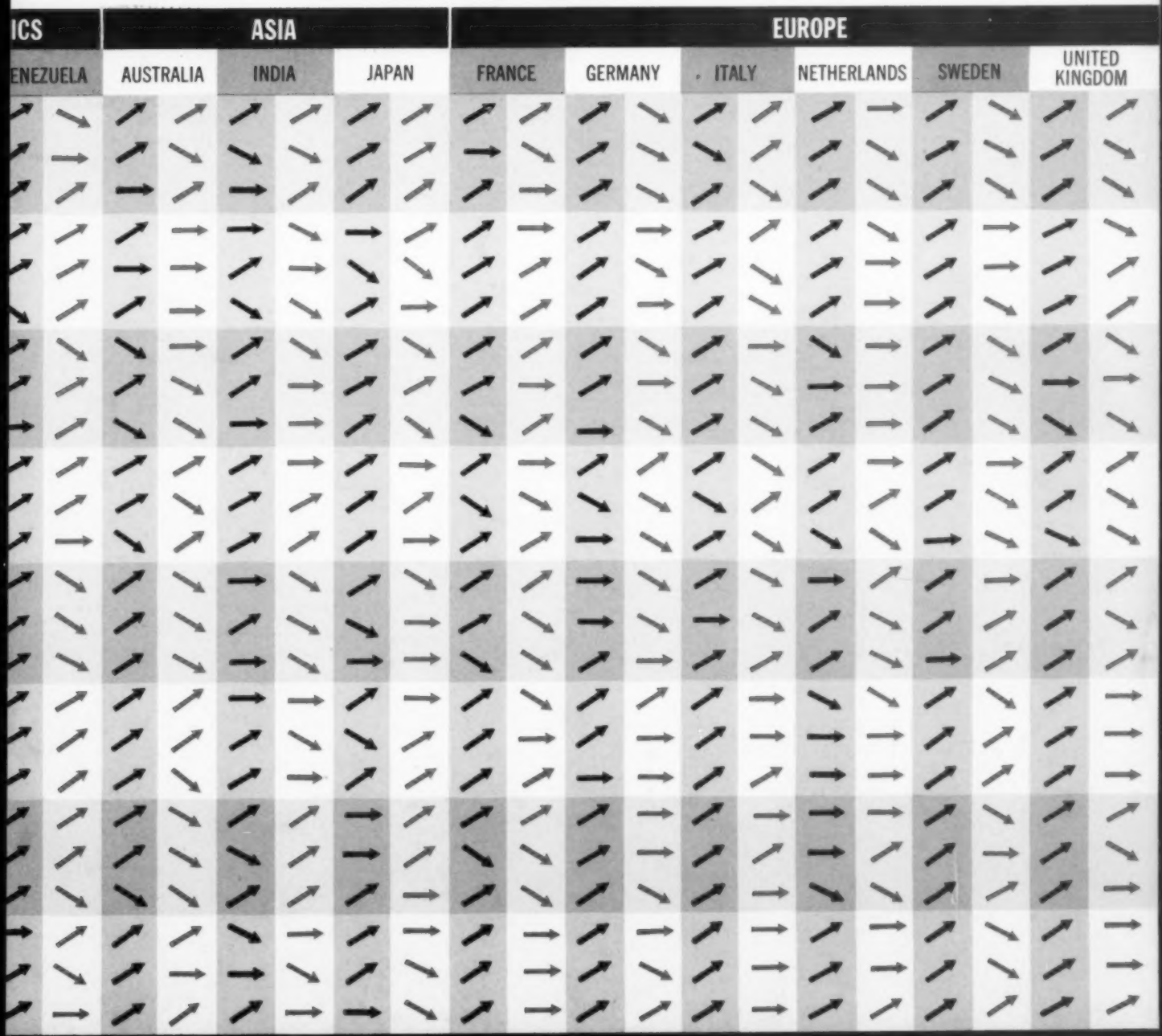
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 13, 1966



International Trade Winds Newsletter

Company News

FOOTWEAR—Converse Rubber Co., Malden, Mass., and Edwardson Manufacturing Corp., Parang, Rizal, Philippines, sign long-term licensing agreement for the manufacture and sale of Converse canvas and rubber footwear. The agreement gives Edwardson exclusive rights to make and sell both Converse athletic and Converse casual footwear for men and women in the Philippines.

RAILWAY EQUIPMENT—Amsted Industries of Chicago licenses Mexico City firm, Fundiciones de Hierro y Acero, S.A. (Fhasa), to use its controlled pressure pouring casting process to make steel wheels for the Mexican railroads. Fhasa will build a 30,000 square foot addition to its plant to house a pressure pouring production line. Capacity will be about 25,000 freight car, locomotive, and passenger car wheels a year.

TIRES—Firestone Tire and Rubber Co. and Italian firm Brema will produce "Firestone-Brema" tires in factory recently opened by Brema in Bari. Production will be for domestic and export markets and the Bari plant's output will be expanded.

VENTURE CAPITAL—The Company for Investing Abroad, a subsidiary of Fidelity-Philadelphia Trust Co., has become a shareholder of the European Enterprises Development Co., S.A., (EED), Luxembourg. EED is the continental counterpart of American Research and Development Corp. of Boston and Canadian Enterprise Development Corp., Ltd. All three companies provide venture capital and advisory services to aid the commercial exploitation of new technological processes.

PAPER CUPS—American Can Co. and Sanitary de Mexico, S.A., an affiliate of Impulsora Commercial e Industrial, have signed an agreement for American Can's equipment and technical assistance in the production of paper cups. The American firm produces a partial line of paper products in Japan, Venezuela and Sweden and is considering production in Germany.

Ultra-modern and early American furniture are featured by London's Harrison-Gibson store in a heavily advertised in-store promotion. Room arrangements spare no effort or expense with colorful, well-lighted split level displays of the latest motifs from the U.S. Furniture Industry.

The State of Utah Industrial Promotion Commission received Commerce approval for a Trade Mission Sept.12-Oct. 5, visiting Belgrade, Budapest, Frankfurt, Milan, and London. The mission, under the leadership of the sponsoring organization's director, is composed of nine prominent industrialists and businessmen, and its itinerary coincides in part with a State Department-sponsored tour of the Utah Symphony Orchestra.

Exports of air conditioning and refrigeration equipment were up 43% in the first quarter of 1966, and exports of industrial pumps and compressors up 25%. Sales following recent Commerce exhibitions in these fields in Tokyo and Madrid helped contribute to these increases.

U.S. businessmen are getting first hand reports from our Commercial Officers in India and Australia, now touring America. Check their appointment schedules in the Calendar for International Traders.

England and Canada, impressed by the President's "E" Award to U.S. companies significantly increasing export sales, have taken aim at their own manufacturers. In England it's the Queen's Award for Export Excellence. The Province of Ontario calls its similar honor "A" for Achievement.

Soviet welding equipment promotion in Bombay makes a strong sales pitch that the USSR machines are specially designed to combat India's climate, and that rupee payments are acceptable.

55,000 French hi-fi fans visited the Festival of Sound in Paris to buy from 104 brand names, 25 of them American. Equipment was demonstrated in 125 hotel rooms arranged so that listening conditions were near those in private homes. Embassy, Paris, advises U.S. manufacturers to reserve space in the next hi-fi exhibition, September '67.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

How are U.S. manufactures performing in world markets, commodity by commodity? The chart on this week's front and back covers, tracing the action in just a few commodities, will lead our readers to a major new service of the U.S. Department of Commerce, described in pages 2-17. Market Share Reports, in two series totalling 1,182 titles, can be an important new export tool.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

June 13, 1966 — Volume 72, Number 24

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U.S. share of markets given in world reports

Two series of 1,182 studies cover countries and commodities to help exporters' plans

The U.S. Department of Commerce is making 1,182 statistical reports on leading world import markets for manufactured products available for sale to U.S. exporters. These *Market Share Reports* enable quick and convenient measurement of the U.S. competitive position for a large number of manufactured goods in 48 of the world's leading importing nations.

These data are expected to be of real help not only to U.S. exporters seeking new foreign markets, but also to those interested in expanding sales in their established markets overseas. The Department of Commerce and U.S. Foreign Service commercial officers abroad already are utilizing these reports to plan and carry out U.S. export promotion events and related commercial programs.

Specially prepared

The reports provide detailed commodity information stated in internationally comparable terms, which will facilitate systematic review of import markets in the world's leading trading nations. Since they cover the three-year period from 1962-64, it is possible to make analyses of trends in international trade. Another unique advantage of these reports is that they supply data expressed in U.S. dollars, with U.S. shares of trade calculated where possible.

Prepared on special order at the United Nations' International Trade Statistics Centre, the reports provide data from the UN and use the commodity definitions and classifications of the UN's "Standard International Trade Classification, Revised (SITC)". In January 1965, the United States began using this classification system to publish its basic trade statistics.

The *Market Share Reports* are on sale through the Department of Commerce in two formats; a Commodity Series and a Country Series. The former is useful for examining world markets for a given product, while the latter allows a review of imports of all manufactured products into a particular country.

Commodity patterns

The tables in the Commodity Series show the values of shipments for each of 1,127 manufactured commodities, as supplied to the 48 major importing countries by the world's 14 principal exporting nations.

The tables in the Country Series show shipments of 1,127 commodities from these 14 major suppliers into each of 32 importing countries. For 16 other countries, mainly those in Europe, the tables in this series present total imports and imports from the United States and the European Economic Community. The U.S. share has been calculated in all tables where availability of data permits.

This new material can be especially useful to the U.S. exporter by helping him pinpoint markets in which his product is losing or just maintaining its share of the market, although the overall U.S. share is increasing.

They can also help answer such important questions as: Is the total market for a given commodity growing? Is the U.S. export share changing? Is there any discernible pattern of share changes by commodity groups or by supplier countries? If so, what implications do these have for courses of action that the exporter or the U.S. Government might take to improve the U.S. trade position?

These illustrations show several methods by which the U.S. exporter can use a market share report to evaluate his own export performance in individual markets.

1. After calculating his firm's share of total annual 1962-64 exports of the product to the market under review, the exporter can compare the trend of these shares to the trend of the annual U.S. share of that market, and rate his relative progress in the particular country.
2. The exporter may calculate his share of world-wide U.S. trade in the product, or his share of such trade in a region and, using this figure as a benchmark, compare this performance to his market share and trend in the individual country import markets being reviewed.
3. A firm's export performance in one country or regional import market could be used to judge company performance in another country or region, so long as the qualities of this latter market are sufficiently similar to those of the first market to make the comparison practical.

Market share reports, then, can be helpful in a variety of foreign market studies such as making a systematic review of import markets, identifying growth or waning markets, identifying and describing shifts in market and supplier volume, evaluating sales performance, establishing priorities for field reporting, and planning and evaluating sales programs.

Are only history

However, it is necessary to realize that these market share reports show historical data and relationships only. Instead of providing final answers to market problems, they indicate which particular areas deserve more detailed review.

Information and order forms for the Market Share Reports can be obtained at the 42 Department of Commerce Field Offices, or from the Bureau of International Commerce, Washington, D.C. 20230. The commodity reports cost $1.10 each, while the country reports range from $1.60 to $4.60, depending upon the number of pages.

Orders for any of the reports should be directed to **"The Clearinghouse for Federal Scientific and Technical Information,"** Code 410.12, Springfield, Va. 22151.

Reports featured

This article, prepared in the International Trade Analysis Division of the Bureau of International Commerce, is an introduction to a complete list of reports that begins on Page 5. Another article on Pages 3 and 4 describes the agency that is transmitting these and other reports to the public.

TARGET: LARGE, SMALL AUDIENCES

Clearinghouse is flexible

Commerce Department unit adapts newest printing techniques to aid specialists

The Market Share Reports announced in this issue of INTERNATIONAL COMMERCE are the latest examples of the Commerce Department's increasing use of modern, high speed, low-cost printing methods to make more international marketing information available quickly to more U.S. businessmen.

The Department's Bureau of International Commerce each week receives an average of 4,000 messages, most of which contain some information of vital interest to some members of the international trading community. Much of it is so specific in terms of commodity and country, however, that the interested audience is too small to serve by traditional publishing methods.

Some of the newer information-handling techniques of the Department's Clearinghouse for Federal Scientific and Technical Information—microfilm, microfiche, electrostatic copying and high-speed reproduction methods—are providing a solution to the problem of serving such small, specialized audiences on an economical basis.

Flexible system

They enable the Department to offer sale copies of reports and documents in a situation flexible enough to serve as an audience as small as 20 firms on a break-even basis. The break-even point for the traditional methods of printing has been approximately 1,000.

Earlier this year, the Bureau of International Commerce offered the International Customs Journals and selected Foreign Service economic reports through the Clearinghouse. The Department's Business and Defense Services Administration plans to offer the first of a series of Foreign Market Surveys, dealing with the market prospects for specific commodities in individual countries, later this month.

Availability of these Surveys and all other BIC and BDSA publications offered through the Clearinghouse will be announced in INTERNATIONAL COMMERCE.

The Clearinghouse, part of the National Bureau of Standards Institute for Applied Technology, has been entrusted by Congress with the mission of searching for, collecting, classifying, coordinating, integrating and cataloguing scientific and technical information "from whatever sources, foreign and domestic, that may be available," for the use of industry and business, state and local governments, and the general public.

Increasing numbers of businessmen are using the Clearinghouse as a means of keeping abreast of a wide range of scientific and technical developments in their fields.

Subscribers to Clearinghouse reports last year learned of electricity produced from coconut juice, a high-speed drill that penetrates rocks by melting them, and a super-sensitive fire detector the size of an ordinary flashlight—only three of many innovations resulting from the $15 billion U.S. Government 1965 research and development programs.

New techniques

Work geared to defense and space programs contributes to the civilian economy new techniques for solving problems and providing new products or product ideas.

An Army contractor developed the biochemical fuel cell that uses bacteria to ferment coconut juice to formic acid from which an electrical current can be tapped. The Los Alamos Scientific Laboratory developed the radically new drill that penetrates rocks at rates of from 50 to 300 feet a day. The fire detector, developed for Federal civil defense authorities, is sensitive enough to detect a rag smoldering behind a huge metal cabinet.

The word is passed

Word of such developments is sped to researchers using the Clearinghouse collection, grown since World War II to over 400,000 Federal research and development reports and translations of foreign technical material.

These include unclassified reports of the Department of Defense, the Atomic Energy Commission, the National Aeronautics and Space Administration, the Federal Aviation Agency, the Department of the Interior and other agencies. About 50,000 documents were added to the collection in 1965 and a new program this year enables scientists, engineers and research managers to learn about Government-sponsored research and development projects as they are initiated.

Last year, before BIC and BDSA publications were first put on sale through its facilities, the Clearinghouse polled 386 companies of all sizes, representing a

FIVE AUTOMATIC OFFSET DUPLICATORS employ assembly-line methods to print both sides of a sheet simultaneously, and assemble copies mechanically as the pages emerge from the high speed machine.

HERE ARE SOME OF THE 70,000 TITLES received and processed by Commerce's Clearinghouse each year. The building isn't collapsing from the weight, the wide-angle lens just makes it look that way.

cross-section of American industry, and found this pattern of uses for the documents:

Product development—270 companies.

Process improvement—243.

Cost reduction—144.

Basic research—288.

Interest in Government contracts—146.

Other uses—54.

At an average price of $2 per document—representing printing and handling costs—reports can be obtained to meet a variety of needs. They may be used with in-house knowledge and research and with other information sources to develop products or processes. They may steer a company away from a fruitless avenue of research. They may contribute the germ of a new idea. They may keep a company aware of developments in new technologies at home and abroad.

Saved $130,000

A Clearinghouse research report was credited by a manufacturer of semi-conductors with lopping $130,000 off a $150,000 allocation budgeted for development of a special high-speed press. The Clearinghouse report "described almost the exact items we needed and were able to purchase from a private company for $20,000."

A chemical specialties manufacturer bought a Clearinghouse technical report which led to the company's development of a commercial cleaning compound. Result: annual sales of $125,000 to $150,000 for the compound.

"We refer technical reports to some of our customers as an aid to selling our services," an electro-plating firm notes.

"We use the reports to assist industrial customers," a retail/wholesale natural gas company says.

"The Government R&D reports are used in market studies," a bank indicates.

International Commerce announces all new BIC and BDSA materials offered through the Clearinghouse.

To help purchasers keep on top of other available documents, the Clearinghouse publishes:

► *U.S. Government Research and Development Reports.* Twice monthly abstract journal listing and describing new reports as they are released. Recently expanded to include section listing current unclassified Government-sponsored research and development projects. Intended to prevent needless costly duplication of research in the physical sciences, engineering and related technology, the listings include project, title, performing organization, principal investigators and term of contract or grant. Annual subscription $30 a year, $7.50 additional for foreign mailing.

After July 1 this series no longer will carry its own index. Its contents will be indexed along with citations in other Government announcement journals, however, in *Government-wide Index to Federal Research and Development Reports.* Both *USGRDR* and the *Index* may be ordered from the Clearinghouse.

► *Government-Wide Index to Federal Research and Development Reports.* Semi-monthly central listing providing scientists, engineers and research managers with a single source index to new unclassified Government-sponsored technical information. $22 a year, $5.50 additional for foreign mailing.

► *Fast Announcement Service.* In 57 industrial fields, technologists select documents of greatest interest, review and briefly describe them. Companies check off categories of interest on form provided by Clearinghouse's Customer Relations Branch. $5 a year.

► *Trade, Technical and Business Press.* Special announcements of selected new documents, distributed for publication in trade, technical and business press.

► *Package Reports.* Special round-ups on unusually significant research areas such as "Flame Retardant Textiles." $1 distribution charge.

► *Selective Bibliographies.* Lubricants, transistors, plastics, welding and cermets typify the general subjects of wide industrial interest covered by the more than 300 Clearinghouse bibliographies now available. $1 distribution charge.

► As a special service offered to researchers in general, Clearinghouse bibliographers will, upon request, make individual searches on a given topic for $11 an hour. Searches of technical document collections of NASA, Library of Congress, AEC and DOD can be arranged at the same rate.

The "current-awareness search" is another special service designed to tell users what publications are being added to the collection in their field.

To subscribe to the journals or obtain the services described above, **write** the Clearinghouse, U.S. Department of Commerce, Springfield, Va., 22151. Make checks payable to National Bureau of Standards—CFSTI.

► *Technical Translations.* Twice monthly listing of translations available from Clearinghouse and other sources. $12 a year, $4 additional for foreign mailing. **Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All market share reports are listed on following pages

The market share data contained in the following reports are based on the foreign trade statistics of the United States and 17 other leading trading nations: Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Greece, Italy, Japan, Netherlands, Norway, Spain, Sweden, Switzerland, Turkey, United Kingdom, and Yugoslavia.

In the 48 country reports listed below, the data for 16 nations listed in bold type are based on their own import statistics. The data for the remaining 32 markets are based on the export statistics of the U.S. and 13 other major exporters, viz., the countries listed above less Greece, Turkey, and Yugoslavia.

The 1,127 commodity groups shown consist of 4-digit subgroups which are further broken down into 5-digit items. In additions there are four 1-digit summaries, e.g., chemicals, machinery and transport equipment.

Because not all U.S. trade data are readily convertible to the Standard International Trade Classification (SITC) system, U.S. shares of trade could not be calculated for all 5-digit commodity categories listed below. However, in most cases U.S. shares could be included for the 4-digit subgroups.

The 48 country reports and the 1,127 commodity surveys, together with their prices and order numbers, are listed in the tabulation below.

COUNTRY SERIES

Argentina—$4.60—DIB 66-90001
Australia—$4.60—DIB 66-90002
Austria—$2.60—DIB 66-90003
Belgium-Luxembourg—$2.60—DIB 66-90004
Brazil—$4.60—DIB 66-90005
Canada—$4.60—DIB 66-90006
Chile—$4.60—DIB 66-90007
Colombia—$4.60—DIB 66-90008
Republic of the Congo (Leopoldville)—$4.60—DIB 66-90009
Denmark—$2.60—DIB 66-90010
Dominican Republic—$3.60—DIB 66-90011
Finland—$4.60—DIB 66-90012
France—$2.60—DIB 66-90013
Federal Republic of Germany—$2.60—DIB 66-90014
Greece—$2.60—DIB 66-90015
Hong Kong—$4.60—DIB 66-90016
India—$4.60—DIB 66-90017
Indonesia—$4.60—DIB 66-90018
Iran—$4.60—DIB 66-90019
Israel—$4.60—DIB 66-90020
Italy—$2.60—DIB 66-90021
Ivory Coast—$4.60—DIB 66-90022
Japan—$2.60—DIB 66-90023
Republic of Korea—$4.60—DIB 66-90024
Lebanon—$4.60—DIB 66-90025
Liberia—$3.60—DIB 66-90026
Libya—$4.60—DIB 66-90027
Malaya and Singapore—$4.60—DIB 66-90028
Mexico—$4.60—DIB 66-90029
Morocco—$4.60—DIB 66-90030
Netherlands—$2.60—DIB 66-90031
New Zealand—$4.60—DIB 66-90032
Nigeria—$4.60—DIB 66-90033
Norway—$2.60—DIB 66-90034
Pakistan—$4.60—DIB 66-90035
Peru—$4.60—DIB 66-90036
Philippines—$4.60—DIB 66-90037
South Africa—$4.60—DIB 66-90038
Spain—$2.60—DIB 66-90039
Sweden—$2.60—DIB 66-90040
Switzerland—$2.60—DIB 66-90041
Taiwan—$4.60—DIB 66-90042
Thailand—$4.60—DIB 66-90043
Turkey—$2.60—DIB 66-90044
United Arab Republic (Egypt)—$4.60—DIB 66-90045
United Kingdom—$2.60—DIB 66-90046
Venezuela—$4.60—DIB 66-90047
Yugoslavia—$1.60—DIB 66-90048

COMMODITY SERIES

The following individual commodity reports, all priced at $1.10 each, should be ordered by their individual DIB identification numbers.

SITC NUMBER — *COMMODITY SERIES*

5 —CHEMICALS. DIB 66-90049

Organic chemicals

512.1 —Hydrocarbons and their derivatives. DIB 66-90050
512.11—Styrene. DIB 66-90051
512.12—Other hydrocarbons. DIB 66-90052*
512.13—Halogenated derivatives of hydrocarbons. DIB 66-90053*
512.14—Other derivatives of hydrocarbons. DIB 66-90054*
512.2 —Alcohols, phenols, phenol-alcohols, and glycerine. DIB 66-90055
512.21—Methyl alcohol. DIB 66-90056
512.22—Other acyclic alcohols and derivatives. DIB 66-90057*
512.23—Cyclic alcohols and derivatives. DIB 66-90058*
512.24—Ethyl alcohol, undenatured, and denatured spirits. DIB 66-90059
512.25—Fatty alcohols. DIB 66-90060*
512.26—Glycerol and glycerol lyes. DIB 66-90061
512.27—Phenols and phenol-alcohols. DIB 66-90062*
512.28—Derivatives of phenols or phenol-alcohols. DIB 66-90063*
512.3 —Ethers, epoxides, and acetals. DIB 66-90064
512.31—Ethers, ether-alcohols, ether-phenol, alcohol and ether peroxides, and derivatives. DIB 66-90065*
512.32—Epoxides, epoxy compounds, and derivatives. DIB 66-90066*
512.33—Acetals, hemiacetals, and derivatives. DIB 66-90067*
512.4 —Aldehyde, ketone, and quinone function compounds. DIB 66-90068
512.41—Oxygen function aldehydes. DIB 66-90069*
512.42—Derivatives of oxygen function aldehydes. DIB 66-90070*
512.43—Ketones, quinones, and derivatives. DIB 66-90071*
512.5 —Acids and their derivatives. DIB 66-90072
512.51—Monoacids and derivatives. DIB 66-90073*
512.52—Polyacids and derivatives. DIB 66-90074*
512.53—Oxygen function acids and derivatives. DIB 66-90075*
512.6 —Inorganic esters and their derivatives. DIB 66-90076*
512.61—Sulfuric esters and their derivatives. DIB 66-90077*
512.62—Nitrous and nitric esters and their derivatives. DIB 66-90078*
512.63—Phosphoric esters and their derivatives. DIB 66-90079*
512.64—Carbonic esters and their derivatives. DIB 66-90080*
512.69—Other inorganic esters and their derivatives. DIB 66-90081*
512.7 —Nitrogen function compounds. DIB 66-90082
512.71—Amine function compounds. DIB 66-90083*
512.72—Oxygen function amino-compounds. DIB 66-90084*
512.73—Quaternary ammonium salts and hydroxides. DIB 66-90085*
512.74—Amide function compounds. DIB 66-90086*
512.75—Imide- and imine function compounds. DIB 66-90087*
512.76—Nitrile function compounds. DIB 66-90088*
512.77—Diazo-, azo-, and azoxy compounds. DIB 66-90089*
512.78—Organic derivatives of hydrazine or hydroxylamine. DIB 66-90090*
512.79—Compounds with other nitrogen functions. DIB 66-90091*
512.8 —Organo-inorganic and heterocyclic compounds. DIB 66-90092
512.81—Organo-sulfur compounds. DIB 66-90093*
512.82—Organo-arsenic compounds. DIB 66-90094*
512.83—Organo-mercury compounds. DIB 66-90095*
512.84—Other organo-inorganic compounds. DIB 66-900096*

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

512.85—Heterocyclic compounds, including nucleic acids. DIB 66-90097*
512.86—Sulfonamides. DIB 66-90098
512.87—Sultones and sultams. DIB 66-90099*
512.9 —Other organic chemicals. DIB 66-90100
512.91—Enzymes. DIB 66-90101*
512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts, (n.e.s.) DIB 66-90102*
512.99—Other organic compounds. DIB 66-90103*

Inorganic chemicals: Elements, oxides, and halogen salts

513.1 —Oxygen, nitrogen, hydrogen, and rare gases. DIB 66-90104
513.11—Oxygen. DIB 66-90105*
513.12—Nitrogen. DIB 66-90106*
513.13—Hydrogen and rare gases. DIB 66-90107*
513.2 —Chemical elements, (n.e.s.) DIB 66-90108
513.21—Chlorine. DIB 66-90109
513.22—Other halogens. DIB 66-90110*
513.23—Sulfur, sublimed or precipitated; colloidal sulfur. DIB 66-90111*
513.24—Metalloids, (n.e.s.) DIB 66-90112*
513.25—Mercury. DIB 66-90113*
513.26—Alkali and rare earth metals. DIB 66-90114*
513.27—Carbon black and similar carbons. DIB 66-90115
513.28—Gas carbon. DIB 66-90116*
513.3 —Inorganic acids and oxygen compounds of nonmetals or metalloids. DIB 66-90117
513.31—Hydrochloric and chlorosulfonic acids. DIB 66-90118*
513.32—Sulfur dioxide. DIB 66-90119*
513.33—Sulfuric acid; oleum. DIB 66-90120
513.34—Nitric acid; sulfonitric acids. DIB 66-90121*
513.35—Phosphorous pentoxide and phosphoric acids. DIB 66-90122*
513.36—Arsenic trioxide, pentoxide, and acids of arsenic. DIB 66-90123*
513.37—Boric oxide and boric acid. DIB 66-90124*
513.39—Other inorganic acids and oxygen compounds of nonmetals or metalloids. DIB 66-90125*
513.4 —Halogen and sulfur compounds of nonmetals or metalloids. DIB 66-90126
513.41—Halides, oxyhalides, and other halogen compounds of nonmetals or metalloids. DIB 66-90127*
513.42—Sulfides of nonmetals or metalloids. DIB 66-90128*
513.5 —Metallic oxides, principally used in paints. DIB 66-90129
513.51—Zinc oxide and peroxide. DIB 66-90130*
513.52—Manganese oxides. DIB 66-90131*
513.53—Iron oxides and hydroxides. DIB 66-90132*
513.54—Cobalt oxides and hydroxides. DIB 66-90133*
513.55—Titanium oxides. DIB 66-90134
513.56—Lead oxides. DIB 66-90135*
513.6 —Other inorganic bases and metallic oxides. DIB 66-90136
513.61—Ammonia, anhydrous or in aqueous solution. DIB 66-90137
513.62—Caustic soda. DIB 66-90138
513.63—Caustic potash; peroxides of potassium or sodium. DIB 66-90139
513.64—Oxides, hydroxides, and peroxides of strontium, barium, or magnesium. DIB 66-90140*
513.65—Aluminum oxide and hydroxide. DIB 66-90141*
513.66—Artificial corundum. DIB 66-90142*
513.67—Chromium oxides and hydroxides. DIB 66-90143
513.68—Tin oxides. DIB 66-90144*
513.69—Other inorganic bases, metallic oxides, hydroxides, and peroxides. DIB 66-90145*

Other inorganic chemicals

514.1 —Metallic salts and peroxysalts of inorganic acids. DIB 66-90146
514.11—Fluorides, fluorosilicates, fluoroborates, and other complex fluorine salts. DIB 66-90147*
514.12—Chlorides and oxychlorides. DIB 66-90148*
514.13—Chlorites and hypochlorites. DIB 66-90149*
514.14—Chlorates and perchlorates. DIB 66-90150*
514.15—Bromides, oxybromides, bromates, perbromates, and hypobromites. DIB 66-90151*
514.16—Iodides, oxyiodides, iodates, and periodates. DIB 66-90152*
514.2 —Other metallic salts and peroxysalts of inorganic acids (I). DIB 66-90153
514.21—Sulfides and polysulfides. DIB 66-90154*
514.22—Diothionites; sulfoxylates. DIB 66-90155*
514.23—Sulfites and thiosulfates. DIB 66-90156*
514.24—Sulfates and persulfates. DIB 66-90157*
514.25—Nitrites and nitrates. DIB 66-90158*
514.26—Phosphites, hypophosphites, and phosphates. DIB 66-90159*
514.27—Arsenites and arsenates. DIB 66-90160*
514.28—Neutral sodium carbonate (soda ash) DIB 66-90161
514.29—Other carbonates and percarbonates. DIB 66-90162*
514.3 —Other metallic salts and peroxysalts of inorganic acids (II). DIB 66-90163
514.31—Cyanides and complex cyanides. DIB 66-90164*
514.32—Fulminates and cyanates. DIB 66-90165*
514.33—Silicates. DIB 66-90166*
514.34—Borates and perborates. DIB 66-90167*
514.35—Salts of metallic acids. DIB 66-90168*
514.36—Other salts and peroxysalts of inorganic acids, except azides. DIB 66-90169*
514.37—Colloidal precious metals and their compounds. DIB 66-90170*
514.9 —Inorganic chemical product, (n.e.s.) DIB 66-90171
514.91—Liquid air. DIB 66-90172*
514.92—Hydrogen peroxide. DIB 66-90173
514.93—Phosphides. DIB 66-90174*
514.94—Calcium carbide. DIB 66-90175
514.95—Other carbides. DIB 66-90176
514.96—Hydrides, nitrides, azides, silicides, and borides. DIB 66-90177*
514.99—Other inorganic compounds, (n.e.s.) DIB 66-90178*

Radioactive and associated materials

515 —Radioactive and associated materials. DIB 66-90179
515.1 —Radioactive chemical elements and isotopes. DIB 66-90180*
515.2 —Stable isotopes and their compounds. DIB 66-90181*
515.3 —Compounds and mixtures of thorium, uranium, and rare earth metals. DIB 66-90182*

Mineral tar and crude chemicals from coal, petroleum, and natural gas

521.1 —Mineral tar. DIB 66-90183
521.3 —Ammoniacal gas liquors and spent oxide. DIB 66-90184*
521.4 —Oils and other coal-tar distillation products. DIB 66-90185

Synthetic organic dyestuffs, natural indigo, and color lakes

531.0 —Synthetic organic dyestuffs, natural indigo, and color lakes. DIB 66-90186
531.01—Synthetic organic dyestuffs and natural indigo. DIB 66-90187
531.02—Color lakes. DIB 66-90188

Dyeing and tanning extracts, and synthetic tanning materials

532.1 —Dyeing extracts. DIB 66-90189*
532.3 —Synthetic tanning materials. DIB 66-90190
532.4 —Tanning extracts of vegetable origin. DIB 66-90191
532.5 —Tannic acids and derivatives. DIB 66-90192*

Pigments, paints, varnishes, and related materials

533.1 —Coloring materials. DIB 66-90193
533.2 —Printing inks. DIB 66-90194
533.3 —Prepared paints, enamels, lacquers, and driers. DIB 66-90195
533.31—Prepared pigments, opacifiers, enamels, and similar products. DIB 66-90196
533.32—Varnishes, water pigments, stamping foils, and dyes. DIB 66-90197
533.33—Artists' colors. DIB 66-90198
533.34—Prepared driers. DIB 66-90199*
533.35—Putty, painters' fillings, and similar products. DIB 66-90200*

Medicinal and pharmaceutical products

541.1 —Vitamins and provitamins. DIB 66-90201
541.3 —Penicillin, streptomycin, and other antibiotics. DIB 66-90202
541.4 —Opium alkaloids, cocaine, and other vegetable alkaloids and other derivatives. DIB 66-90203
541.5 —Hormones. DIB 66-90204
541.6 —Glycosides, glands, sera, and vaccines. DIB 66-90205
541.61—Glycosides and their derivatives. DIB 66-90206*
541.62—Organotherapeutic glands, other

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

organs, and their extracts. DIB 66-90207*

541.63—Bacterial products, sera, vaccines. DIB 66-90208

541.7 —Medicaments. DIB 66-90209

541.9 —Pharmaceutical goods. DIB 66-90210

541.91—Bandages and similar articles treated with pharmaceutical products. DIB 66-90211

541.99—Other pharmaceutical goods. DIB 66-90212*

Essential oils, perfume, and flavor materials

551.1 —Essential oils and resinoids. DIB 66-90213

551.2 —Synthetic perfume and flavor materials. DIB 66-90214

551.21—Terpenic by-products. DIB 66-90215*

551.22—Concentrates of essential oils in fats, fixed oils, or waxes. DIB 66-90216*

551.23—Mixtures of odoriferous substances used as raw materials in industry. DIB 66-90217*

551.24—Aqueous distillates and solutions of essential oils. DIB 66-90218*

Perfumery and cosmetics, dentifrices, and other toilet preparations, except soaps

553.0 —Perfumery, cosmetics, and other toilet preparations. DIB 66-90219

Soaps, cleansing, and polishing preparations

554.1 —Soaps. DIB 66-90220

554.2 —Surface acting agents and washing preparations. DIB 66-90221

554.3 —Polishes and similar preparations for polishing and preserving leather, wood, and other materials. DIB 66-90222

Fertilizers, manufactured

561.1 —Nitrogenous fertilizers and materials. DIB 66-90223

561.2 —Phosphatic fertilizers and materials. DIB 66-90224

561.21—Basic slag (Thomas slag). DIB 66-90225*

561.29—Other phosphatic fertilizers and materials. DIB 66-90226*

561.3 —Potassic fertilizers and materials. DIB 66-90227

561.9 —Fertilizers, (n.e.s.). DIB 66-90228

Explosives and pyrotechnic products

571.1 —Propellent powders and other prepared explosives. DIB 66-90229

571.11—Propellent powders. DIB 66-90230

571.12—Other prepared explosives. DIB 66-90231

571.2 —Fuses, primers, and detonators. DIB 66-90232

571.21—Mining, blasting, and safety fuses. DIB 66-90233

571.22—Percussion and detonating caps, igniters, and detonators. DIB 66-90234

571.3 —Pyrotechnic articles. DIB 66-90235

571.4 —Hunting and sporting ammunition. DIB 66-90236

Plastic materials, regenerated cellulose, and artificial resins

581.1 —Products of condensation, polycondensation, and polyaddition. DIB 66-90237

581.2 —Products of polymerization and copolymerization. DIB 66-90238

581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. DIB 66-90239

581.31—Vulcanized fiber. DIB 66-90240

581.32—Regenerated cellulose and cellulose derivatives. DIB 66-90241

581.9 —Other artificial resins and plastic materials. DIB 66-90242

581.91—Hardened proteins. DIB 66-90243*

581.92—Modified natural resins, ester gums, and natural rubber derivatives. DIB 66-90244

581.99—Other artificial plastic materials. DIB 66-90245*

Chemical materials and products, other

599.2 —Insecticides, fungicides, and disinfectants. DIB 66-90246

599.5 —Starches, gluten, albuminoid substances, and glues. DIB 66-90247

599.51—Starches and inulin. DIB 66-90248

599.52—Gluten and gluten flour. DIB 66-90249*

599.53—Casein and derivatives; casein glues. DIB 66-90250

599.54—Albumins and derivatives. DIB 66-90251*

599.55—Gelatin and derivatives; glue derived from bones and similar products. DIB 66-90252*

599.56—Protein substances and their derivatives; hide powder. DIB 66-90253*

599.57—Dextrins, soluble starches, and starch glues. DIB 66-90254

599.59—Prepared glues, (n.e.s.) DIB 66-90255*

599.6 —Wood and resin-based chemicals. DIB 66-90256

599.61—Tall oil. DIB 66-90257

599.62—Concentrated sulfite lye. DIB 66-90258*

599.63—Spirits of turpentine and other terpenic solvents. DIB 66-90259

599.64—Rosin and resin acids and their derivatives. DIB 66-90260

599.65—Wood tar, wood tar oils, creosote, naphtha, and acetone oil. DIB 66-90261*

599.66—Vegetable pitch and similar compounds. DIB 66-90262*

599.7 —Organic chemical products, (n.e.s.). DIB 66-90263

599.71—Artificial and prepared waxes, not emulsified or containing solvents. DIB 66-90264*

599.72—Artificial and colloidal graphite. DIB 66-90265*

599.73—Animal black. DIB 66-90266*

599.74—Prepared glazings, dressings, and mordants. DIB 66-90267*

599.75—Antiknock preparations and similar prepared mineral oil additives. DIB 66-90268

599.76—Prepared rubber accelerators. DIB 66-90269*

599.77—Prepared culture media. DIB 66-90270*

599.78—Charges for fire extinguishers. DIB 66-90271*

599.9 —Chemical products and preparations, (n.e.s.). DIB 66-90272

599.91—Modeling pastes and dental impression compounds. DIB 66-90273*

599.92—Activated carbon and natural mineral products. DIB 66-90274

599.93—Ferrocerium and other pyrophoric alloys. DIB 66-90275

599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. DIB 66-90276

599.95—Composite varnish solvents and thinners. DIB 66-90277

599.99—Other chemical products and preparations, (n.e.s.). DIB 66-90278

6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. DIB 66-90279

Leather

611.2 —Reconstituted and artificial leather. DIB 66-90280*

611.3 —Calf leather. DIB 66-90281

611.4 —Other bovine and equine leather. DIB 66-90282

611.9 —Leather, (n.e.s.). DIB 66-90283

611.91—Leather of sheep and lamb skins. DIB 66-90284

611.92—Leather of goat and kid skins. DIB 66-90285*

611.93—Chamois dressed leather. DIB 66-90286*

611.94—Parchment dressed leather. DIB 66-90287*

611.95—Patent and metalized leather. DIB 66-90288*

611.99—Other leather. DIB 66-90289*

Manufactures of leather, or artificial or reconstituted leather, (n.e.s.)

612.1 —Machine leather belting and other machinery leather. DIB 66-90290

612.2 —Saddlery and similar goods. DIB 66-90291*

612.3 —Uppers, legs, and other footwear parts. DIB 66-90292

612.9 —Manufactures of leather, (n.e.s.). DIB 66-90293

Fur skins, tanned or dressed

613.0 —Fur skins, tanned or dressed. DIB 66-90294

Materials of rubber

621.0 —Materials of rubber. DIB 66-90295

621.01—Plates, sheets, and granules of unvulcanized rubber. DIB 66-90296*

621.02—Unvulcanized rubber in other forms. DIB 66-90297*

621.03—Vulcanized rubber thread and cord. DIB 66-90298*

621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. DIB 66-90299*

621.05—Piping and tubing of unhardened vulcanized rubber. DIB 66-90300*

621.06—Hardened rubber in primary forms, scrap, and powder. DIB 66-90301*

Articles of rubber, (n.e.s.)

629.1 —Rubber tires and tubes. DIB 66-90302

629.3 —Hygienic and pharmaceutical articles of unhardened rubber. DIB 66-90303

629.4 —Transmission, conveyor, or elevator belts and belting of rubber. DIB 66-90304

629.9 —Other articles of rubber. DIB 66-90305

629.98—Articles of unhardened rubber, (n.e.s.). DIB 66-90306

629.99—Articles of hardened rubber, (n.e.s.). DIB 66-90307

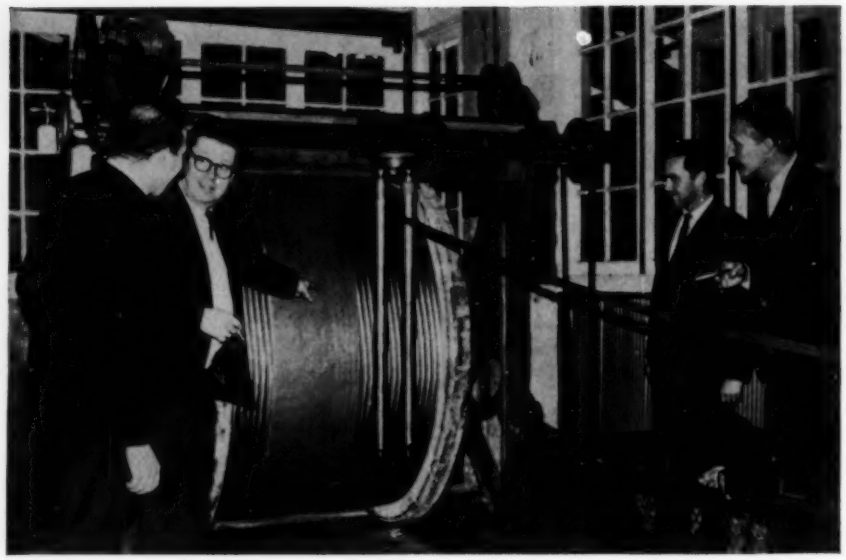
Veneers, plywood boards, reconstituted wood, and other wood, worked

631.1 —Veneer sheets. DIB 66-90308

631.2 —Plywood, including veneered panels. DIB 66-90309

631.21—Plywood and veneered panels; inlaid wood. DIB 66-90310*

631.22—Cellular wood panels. DIB 66-90311*



631.4 —Improved or reconstituted wood. DIB 66-90312*

631.41—Improved wood. DIB 66-90313*

631.42—Reconstituted wood. DIB 66-90314*

631.8 —Wood simply shaped or worked. DIB 66-90315*

631.81—Wood paving blocks. DIB 66-90316*

631.82—Riven or sawn staves, unfinished. DIB 66-90317*

631.83—Hoopwood, chipwood, split poles, and piles. DIB 66-90318*

631.84—Sticks suitable for shaping into handles and shafts. DIB 66-90319*

631.85—Drawn wood, match splints, and wooden pegs. DIB 66-90320*

631.86—Wood wool and flour. DIB 66-90321*

631.87—Wood beading and molding. DIB 66-90322*

Wood manufactures, (n.e.s.)

632.1 —Boxes, cases, and crates, complete. DIB 66-90323

632.2 —Cooperage products. DIB 66-90324

632.4 —Builders' woodwork and prefabricated buildings of wood. DIB 66-90325

632.7 —Manufactures of wood for domestic or decorative use. DIB 66-90326*

632.71—Picture and mirror frames of wood. DIB 66-90327*

632.72—Household utensils of wood. DIB 66-90328*

632.73—Domestic or decorative articles of wood, (n.e.s.). DIB 66-90329*

632.8 —Manufactured articles of wood, (n.e.s.). DIB 66-90330

632.81—Tools, handles, and shoe lasts of wood. DIB 66-90331*

632.82—Spools, cops, and bobbins of turned wood. DIB 66-90332*

632.89—Other articles of wood, (n.e.s.). DIB 66-90333*

Cork manufactures

633.0 —Cork manufactures. DIB 66-90334

633.01—Articles of natural cork. DIB 66-90335*

633.02—Agglomerated cork and articles. DIB 66-90336*

Paper and paperboard

641.1 —Newsprint paper. DIB 66-90337

641.2 —Other printing and writing paper, machine-made, in rolls or sheets. DIB 66-90338

641.21—Uncoated printing and writing paper, in rolls or sheets. DIB 66-90339*

641.22—Coated printing and writing paper, in rolls or sheets. DIB 66-90340*

641.3 —Kraft paper and paperboard. DIB 66-90341

641.4 —Cigarette paper in bulk, rolls, or sheets. DIB 66-90342

641.5 —Machine-made paper and paperboard in rolls or sheets, (n.e.s.). DIB 66-90343

641.6 —Fiberboard and other building board. DIB 66-90344

641.7 —Handmade papers. DIB 66-90345*

641.9 —Paper and paperboard, in rolls or sheets, (n.e.s.). DIB 66-90346

641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. DIB 66-90347*

641.92—Composite paper and paperboard, in rolls or sheets. DIB 66-90348*

641.93—Corrugated paper and paperboard, in rolls or sheets. DIB 66-90349

641.94—Ruled or squared paper and paperboard, in rolls or sheets. DIB 66-90350*

641.95—Paper and paperboard, impregnated, coated, or decorated, in rolls or sheets, other than printing and writing paper. DIB 66-90351*

641.96—Filterblocks of paper pulp. DIB 66-90352*

641.97—Wallpaper and lincrusta. DIB 66-90353

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. DIB 66-90354

642.11—Packing containers of paper or paperboard. DIB 66-90355*

642.12—Filing containers of paper or paperboard. DIB 66-90356*

642.2 —Envelopes, letter pads, and similar paper stationery. DIB 66-90357

642.3 —Exercise books, albums, and other stationery of paper or paperboard. DIB 66-90358*

642.9 —Articles of paper pulp, paper, or paperboard, (n.e.s.). DIB 66-90359

642.91—Cigarette paper cut to size. DIB 66-90360

642.92—Carbon and other copying papers cut to size. DIB 66-90361

642.93—Other paper and paperboard cut to size. DIB 66-90362*

642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. DIB 66-90363*

642.99—Other articles of paper pulp, paperboard, or cellulose wadding. DIB 66-90364*

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. DIB 66-90365*

651.11—Silk yarn, other than noil or other waste silk, not for retail. DIB 66-90366*

651.12—Yarn spun from silk waste other than noil, not for retail. DIB 66-90367*

651.13—Yarn spun from noil silk, not for retail. DIB 66-90368*

651.14—Silk yarn, for retail. DIB 66-90369*

651.15—Silkworm gut and imitation catgut of silk. DIB 66-90370*

651.2 —Yarn of wool and animal hair. DIB 66-90371

651.21—Yarn of carded wool, not for retail. DIB 66-90372*

651.22—Yarn of combed wool, not for retail. DIB 66-90373*

651.23—Yarn of fine animal hair, not for retail. DIB 66-90374*

651.24—Yarn of horsehair or other coarse animal hair, not for retail. DIB 66-90375*

651.25—Yarn of wool or animal hair, for retail. DIB 66-90376*

651.3 —Cotton yarn and thread, grey. DIB 66-90377

651.4 —Cotton yarn and thread, other. DIB 66-90378

651.41—Cotton yarn and thread, other, not for retail. DIB 66-90379*

651.42—Cotton yarn and thread, other, for retail. DIB 66-90380*

651.5 —Yarn and thread of flax, ramie, and hemp. DIB 66-90381*

651.51—Flax or ramie yarn, not for retail. DIB 66-90382*

651.52—Flax or ramie yarn, for retail. DIB 66-90383*

651.53—Yarn of hemp. DIB 66-90384*

651.6 —Yarn and thread of synthetic fiber. DIB 66-90385

651.61—Yarn of continuous synthetic fiber, not for retail. DIB 66-90386*

651.62—Monofil, strip, and catgut of synthetic fiber. DIB 66-90387*

651.63—Yarn of continuous synthetic fiber, for retail. DIB 66-90388*

651.64—Yarn of discontinuous synthetic fiber, not for retail. DIB 66-90389*

651.65—Yarn of discontinuous synthetic fiber, for retail. DIB 66-90390*

651.7 —Yarn and thread of artificial fiber. DIB 66-90391

651.71—Yarn of continuous artificial fiber, not for retail. DIB 66-90392*

651.72—Monofil, strip, and catgut of artificial fiber. DIB 66-90393*

651.73—Yarn of continuous artificial fiber, for retail. DIB 66-90394*

651.74—Yarn of discontinuous artificial fiber, not for retail. DIB 66-90395*

651.75—Yarn of discontinuous artificial fiber, for retail. DIB 66-90396*

651.8 —Yarn of glass fiber. DIB 66-90397

651.9 —Yarn of other textile fibers. DIB 66-90398

651.91—Yarn of textile fiber spun with or covered with metal. DIB 66-90399*

651.92—Yarn of jute. DIB 66-90400*

651.93—Yarn of other vegetable textile fibers. DIB 66-90401*

651.94—Paper yarn. DIB 66-90402*

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. DIB 66-90403

652.11—Cotton gauze, grey. DIB 66-90404*

652.12—Terry fabrics of cotton, grey. DIB 66-90405*

652.13—Other cotton fabrics, grey. DIB 66-90406*

652.2 —Cotton fabrics, other than grey. DIB 66-90407

652.21—Cotton gauze, other than grey. DIB 66-90408*

652.22—Terry fabrics of cotton, other than grey. DIB 66-90409*

652.23—Pile and chenille fabrics of cotton. DIB 66-90410*

652.29 Other cotton fabrics, except grey. DIB 66-90411*

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. DIB 66-90412

653.11—Silk fabrics, other than of noil. DIB 66-90413*

653.12—Fabrics of noil silk. DIB 66-90414*

653.13—Pile and chenille fabrics of silk. DIB 66-90415*

653.2 —Wool fabrics. DIB 66-90416

653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. DIB 66-90417*

653.22—Pile and chenille fabrics of wool. DIB 66-90418*

653.3 —Linen, ramie, and hemp fabrics. DIB 66-90419

653.31—Fabrics of flax or ramie. DIB 66-90420

653.32—Fabrics of hemp. DIB 66-90421*

653.4 —Jute fabrics. DIB 66-90422

653.5 —Synthetic fiber fabrics. DIB 66-90423

653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. DIB 66-90424*

653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. DIB 66-90425*

653.53—Pile and chenille fabrics of synthetic fibers. DIB 66-90426

653.6 —Artificial fiber fabrics. DIB 66-90427

653.61—Fabrics of continuous artificial fibers, other than pile or chenille. DIB 66-90428*

653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. DIB 66-90429*

653.63—Pile and chenille fabrics of artificial fibers. DIB 66-90430*

653.7 —Knitted or crocheted fabrics. DIB 66-90431

653.8 —Glass fiber fabrics. DIB 66-90432*

653.9 —Fabrics, (n.e.s.). DIB 66-90433*

653.91—Fabrics of metal thread or metalized yarn. DIB 66-90434*

653.92—Fabrics of coarse animal hair, other than horsehair. DIB 66-90435*

653.93—Fabrics of horsehair. DIB 66-90436*

653.94—Fabrics of vegetable textile fibers, (n.e.s.). DIB 66-90437*

653.95—Fabrics of paper yarn. DIB 66-90438*

653.96—Pile or chenille fabrics, (n.e.s.). DIB 66-90439*

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tule, lace, embroidery, ribbons, and trimmings. DIB 66-90440

654.01—Narrow fabrics. DIB 66-90441*

654.02—Woven labels and badges in the piece or cut to size. DIB 66-90442*

654.03—Trimmings and other small wares, not elastic. DIB 66-90443*

654.04—Tulle and other net fabrics, plain. DIB 66-90444*

654.05—Other tulle and net fabrics; lace. DIB 66-90445*

654.06—Embroidery. DIB 66-90446*

Special textile fabrics and related products

655 —Special textile fabrics and related products. DIB 66-90447

655.1 —Felts and felt articles. DIB 66-90448

655.4 —Coated or impregnated textile fabrics and products. DIB 66-90449

655.41—Bonded fiber fabrics and articles. DIB 66-90450*

655.42—Textile fabrics coated with gum or similar substances. DIB 66-90451*

655.43—Textile fabrics impregnated or coated with plastic materials. DIB 66-90452

655.44—Textile fabrics impregnated or coated with oil. DIB 66-90453*

655.45—Rubberized textile fabrics, other than knitted or crocheted. DIB 66-90454

655.46—Other impregnated or coated textile fabrics. DIB 66-90455*

655.5 —Elastic fabrics and trimmings. DIB 66-90456

655.6 —Cordage and manufactures. DIB 66-90457

655.61—Cordage, cable, rope, and twine. DIB 66-90458*

655.62—Nets and netting of cordage, rope, or twine. DIB 66-90459*

655.63—Other articles of cordage. DIB 66-90460*

655.7 —Hat bodies. DIB 66-90461*

655.71—Hat bodies of wool felt and fur felt. DIB 66-90462*

655.72—Other hat bodies. DIB 66-90463*

655.8 —Wadding, wicks, and textile fabrics for industrial use. DIB 66-90464*

655.81—Wadding and articles of wadding. DIB 66-90465*

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

655.82—Wicks of textile fabrics. DIB 66-90466*
655.83—Other textile fabrics and articles for industrial use. DIB 66-90467*
655.9 —Special products of textile and related materials. DIB 66-90468
655.91—Textile hosepiping and similar tubing. DIB 66-90469*
655.92—Transmission, conveyor, or elevator belts of textile materials. DIB 66-90470

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. DIB 66-90471
656.2 —Tarpaulins, tents, and other canvas goods. DIB 66-90472
656.6 —Blankets. DIB 66-90473
656.61—Blankets of wool. DIB 66-90474
656.62—Blankets of cotton. DIB 66-90475
656.69—Blankets (n.e.s.). DIB 66-90476*
656.9 —Made-up articles of textile materials (n.e.s.). DIB 66-90477
656.91—Household linens and other textile furnishing. DIB 66-90478*
656.92—Other made-up textile articles, (n.e.s.). DIB 66-90479*

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. DIB 66-90480
657.41—Floor coverings on a paper or paperboard base. DIB 66-90481*
657.42—Linoleum and similar floor coverings on a textile base. DIB 66-90482*
657.5 —Carpets, carpeting, and rugs, knotted. DIB 66-90483*
657.6 —Other carpets, carpeting, and rugs. DIB 66-90484
657.7 —Tapestries. DIB 66-90485*
657.8 —Mats, screens, and packings of plaiting materials. DIB 66-90486*

Lime, cement, and fabricated building materials

661.1 —Lime. DIB 66-90487
661.2 —Cement. DIB 66-90488
661.3 —Building and monumental stone, worked. DIB 66-90489
661.31—Paving and flagstones of natural stone. DIB 66-90490*
661.32—Worked building or monumental stone. DIB 66-90491*
661.33—Worked slate. DIB 66-90492*
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. DIB 66-90493
661.81—Articles of asphalt or similar materials. DIB 66-90494
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. DIB 66-90495*
661.83—Articles of asbestos-cement or fibercement. DIB 66-90496

Clay and refractory construction materials

662.3 —Refractory bricks and other refractory construction materials. DIB 66-90497
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. DIB 66-90498*
662.32—Other refractory bricks. DIB 66-90499*
662.33—Refractory cements or mortars. DIB 66-90500*
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. DIB 66-90501
662.41—Building bricks. DIB 66-90502*
662.42—Roofing tiles and other construction ceramic ware. DIB 66-90503*
662.43—Ceramic piping, conduits, and guttering. DIB 66-90504*
662.44—Unglazed ceramic flags and tiles. DIB 66-90505*
662.45—Glazed ceramic flags and tiles. DIB 66-90506*

Mineral manufactures, (n.e.s.)

663.1 —Grinding and polishing wheels and stones. DIB 66-90507
663.11—Grinding wheels and stones for hand- or power-operated machines. DIB 66-90508*
663.12—Grinding stones for hand use. DIB 66-90509*
663.2 —Abrasive cloths and papers and similar articles. DIB 66-90510
663.4 —Worked mica and mica articles. DIB 66-90511
663.5 —Mineral, insulating materials. DIB 66-90512
663.6 —Nonceramic manufactures of mineral materials. DIB 66-90513
663.61—Articles of plaster. DIB 66-90514*
663.62—Articles of cement or artificial stone. DIB 66-90515*
663.63—Other nonceramic articles of mineral substances. DIB 66-90516*
663.7 —Refractory products, other than construction materials. DIB 66-90517
663.8 —Manufactures of asbestos; friction materials. DIB 66-90518
663.81—Manufactures of asbestos, other than friction materials. DIB 66-90519
663.82—Friction materials of asbestos, other mineral substances, or cellulose. DIB 66-90520
663.9 —Articles of ceramic materials, (n.e.s). DIB 66-90521
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. DIB 66-90522
663.92—Other articles of ceramic materials, (n.e.s.). DIB 66-90523

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. DIB 66-90524
664.11—Glass, other than optical glass, in the mass; waste glass. DIB 66-90525*
664.12—Enamel glass in the mass, rods, or tubes. DIB 66-90526*
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. DIB 66-90527*
664.2 —Optical glass and elements, not worked. DIB 66-90528
664.3 —Drawn or blown glass, unworked. DIB 66-90529
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. DIB 66-90530
664.5 —Cast or rolled glass, unworked. DIB 66-90531
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. DIB 66-90532
664.7 —Safety glass, toughened or laminated. DIB 66-90533
664.8 —Sheet or plate glass mirrors. DIB 66-90534
664.9 —Glass, (n.e.s). DIB 66-90535
664.91—Cast, rolled, drawn, or blown glass. DIB 66-90536*
664.92—Glass envelopes for electric lamps, electronic valves, and similar articles. DIB 66-90537
664.93—Clock and watch glasses. DIB 66-90538*
664.94—Glass fiber and products. DIB 66-90539*

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. DIB 66-90540
665.11—Commercial containers and stoppers of glass. DIB 66-90541
665.12—Inners for vacuum vessels. DIB 66-90542*
665.2 —Glass tableware and other articles for household, hotel, and restaurant use. DIB 66-90543
665.8 —Glass articles, (n.e.s.). DIB 66-90544
665.81—Laboratory, hygienic, or pharmaceutical glassware. DIB 66-90545*
665.82—Decorative glass smallwares and ornaments of glass. DIB 66-90546*
665.89—Other articles of glass, (n.e.s). DIB 66-90547*

Pottery

666.4 —Porcelain or china household ware. DIB 66-90548
666.5 —Household ware of other ceramic materials. DIB 66-90549
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. DIB 66-90550

Pearls and precious and semiprecious stones

667.1 —Pearls, not set or strung. DIB 66-90551*
667.2 —Diamonds, not set or strung. DIB 66-90552
667.3 —Other precious and semiprecious stones, not set or strung. DIB 66-90553*
667.4 —Synthetic precious or semiprecious stones, not set or strung. DIB 66-90554*

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. DIB 66-90555
671.2 —Pig iron, including cast iron. DIB 66-90556
671.3 —Iron and steel powders, shot, and sponge. DIB 66-90557
671.31—Shot, angular grit, and wire pellets of iron or steel. DIB 66-90558
671.32—Iron or steel powders. DIB 66-90559
671.33—Sponge iron or steel. DIB 66-90560*
671.4 —Ferromanganese. DIB 66-90561
671.5 —Other ferroalloys. DIB 66-90562

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. DIB 66-90563*
672.3 —Ingots of iron or steel. DIB 66-90564
672.31—Ingots of iron or ordinary steel. DIB 66-90565*
672.32—Ingots of high carbon steel. DIB 66-90566*

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

672.33—Ingots of alloy steel. DIB 66-90567
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. DIB 66-90568
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. DIB 66-90569*
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. DIB 66-90570*
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. DIB 66-90571
672.7 —Iron or steel coils for rerolling. DIB 66-90572*
672.71—Coils for rerolling of iron or ordinary steel. DIB 66-90573*
672.72—Coils for rerolling of high carbon steel. DIB 66-90574*
672.73—Coils for rerolling of alloy steel. DIB 66-90575*
672.9 —Blanks for tubes and pipes. DIB 66-90576

Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. DIB 66-90577
673.11—Wire rod of iron or ordinary steel. DIB 66-90578*
673.12—Wire rod of high carbon steel. DIB 66-90579*
673.13—Wire rod of alloy steel. DIB 66-90580*
673.2 —Bars and rods of iron or steel, except wire rod. DIB 66-90581
673.21—Bars and rods, except wire rod, of iron or ordinary steel. DIB 66-90582*
673.22—Bars and rods, except wire rod, of high carbon steel. DIB 66-90583*
673.23—Bars and rods, except wire rod, of alloy steel. DIB 66-90584
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. DIB 66-90585
673.41—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or ordinary steel. DIB 66-90586*
673.42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of high carbon steel. DIB 66-90587*
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. DIB 66-90588
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. DIB 66-90589*
673.51—Angles, shapes, and sections, less than 80 mm., of iron or ordinary steel. DIB 66-90590*
673.52—Angles, shapes, and sections, less than 80 mm., of high carbon steel. DIB 66-90591*
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. DIB 66-90592*

Universals, plates and sheets of iron or steel

674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. DIB 66-90593
674.11—Heavy plates and sheets of iron or ordinary steel. DIB 66-90594*
674.12—Heavy plates and sheets and universals of high carbon steel. DIB 66-90595*
674.13—Heavy plates and sheets and universals of alloy steel. DIB 66-90596
674.14—Universals of iron or ordinary steel. DIB 66-90597*
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. DIB 66-90598*
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. DIB 66-90599*
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. DIB 66-90600*
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. DIB 66-90601*
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. DIB 66-90602
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. DIB 66-90603*
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. DIB 66-90604*
674.33—Plates and sheets, less than 3 mm. thick, uncoated, of alloy steel. DIB 66-90605
674.7 —Tinned plates and sheets. DIB 66-90606
674.8 —Plates and sheets, less than 3 mm. thick, of iron or steel, coated DIB 66-90607
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. DIB 66-90608*
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. DIB 66-90609*
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. DIB 66-90610*

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. DIB 66-90611
675.01—Hoop and strip of iron or ordinary steel. DIB 66-90612
675.02—Hoop and strip of high carbon steel. DIB 66-90613*
675.03—Hoop and strip of alloy steel. DIB 66-90614

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. DIB 66-90615
676.2 —Ties and other railway track material of iron or steel. DIB 66-90616

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. DIB 66-90617
677.01—Wire, except wire rod, of iron or ordinary steel. DIB 66-90618*
677.02—Wire, except wire rod, of high carbon steel. DIB 66-90619*
677.03—Wire, except wire rod, of alloy steel. DIB 66-90620

Tubes, pipes, and fittings of iron or steel

678.1 —Tubes and pipes of cast iron. DIB 66-90621
678.2 —Tubes and pipes of iron or steel, seamless. DIB 66-90622
678.3 —Tubes and pipes of iron or steel, welded. DIB 66-90623
678.4 —High pressure hydroelectric conduits of steel. DIB 66-90624*
678.5 —Tube and pipe fittings of iron or steel. DIB 66-90625

Iron and steel castings and forgings, unworked, (n.e.s.)

679.1 —Iron castings, rough. DIB 66-90626
679.2 —Steel castings, rough. DIB 66-90627

679.3 —Iron and steel forgings, rough. DIB 66-90628

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. DIB 66-90629*
681.11—Silver, unwrought or partly worked, but not rolled. DIB 66-90630*
681.12—Rolled silver, unworked or partly worked. DIB 66-90631*
681.2 —Platinum and other platinum group metals, unworked or partly worked. DIB 66-90632
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. DIB 66-90633*
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. DIB 66-90634*

Copper

682.1 —Copper and alloys, unwrought. DIB 66-90635
682.11—Blister copper and other unrefined copper. DIB 66-90636*
682.12—Refined copper. DIB 66-90637
682.13—Master alloys of copper. DIB 66-90638*
682.2 —Copper and alloys, worked. DIB 66-90639
682.21—Bars, rods, angles, shapes, sections, and wire of copper. DIB 66-90640
682.22—Plates, sheets, and strip of copper. DIB 66-90641
682.23—Copper foil. DIB 66-90642*
682.24—Copper powders and flakes. DIB 66-90643
682.25—Tubes, pipes, blanks, and hollow bars of copper. DIB 66-90644
682.26—Tube and pipe fittings of copper. DIB 66-90645

Nickel

683.1 —Nickel and alloys, unwrought. DIB 66-90646

683.2 —Nickel and alloys, worked. DIB 66-90647

683.21—Bars, rods, angles, shapes, sections, and wire of nickel. DIB 66-90648*

683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. DIB 66-90649*

683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. DIB 66-90650*

683.24—Electroplating anodes of nickel. DIB 66-90651*

Aluminum

684.1 —Aluminum and alloys, unwrought. DIB 66-90652

684.2 —Aluminum and alloys, worked. DIB 66-90653

684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. DIB 66-90654

684.22—Plates, sheets, and strip of aluminum. DIB 66-90655

684.23—Aluminum foil. DIB 66-90656

684.24—Aluminum powders and flakes. DIB 66-90657

684.25—Tubes, pipes, blanks, and hollow bars of aluminum. DIB 66-90658

684.26—Tube and pipe fittings of aluminum. DIB 66-90659*

Lead

685.1 —Lead and alloys, unwrought. DIB 66-90660

685.2 —Lead and alloys, worked. DIB 66-90661

685.21—Bars, rods, angles, shapes, sections, and wire of lead. DIB 66-90662*

685.22—Plates, sheets, and strip of lead. DIB 66-90663*

685.23—Lead foil, powders, and flakes. DIB 66-90664*

685.24—Tubes, pipes, blanks, and their fittings, and hollow bars of lead. DIB 66-90665*

Zinc

686.1 —Zinc and alloys, unwrought. DIB 66-90666

686.2 —Zinc and alloys, worked. DIB 66-90667

686.21—Bars, rods, angles, shapes, sections, and wire of zinc. DIB 66-90668*

686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. DIB 66-90669*

686.23—Tubes, pipes, blanks, and their fittings, and hollow bars of zinc. DIB 66-90670*

Tin

687.1 —Tin and alloys, unwrought. DIB 66-90671

687.2 —Tin and alloys, worked. DIB 66-90672

687.21—Bars, rods, angles, shapes, sections, and wire of tin. DIB 66-90673*

687.22—Plates, sheets, and strip of tin. DIB 66-90674*

687.23—Tinfoil, powders, and flakes. DIB 66-90675*

687.24—Tubes, pipes, blanks, and their fittings, and hollow bars of tin. DIB 66-90676*

Uranium and thorium and their alloys

688.0 —Uranium and thorium and their alloys. DIB 66-90677

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. DIB 66-90678

689.31—Magnesium, unwrought. DIB 66-90679

689.32—Magnesium, wrought. DIB 66-90680

689.33—Beryllium. DIB 66-90681

689.4 —Tungsten, molybdenum, and tantalum. DIB 66-90682

689.41—Tungsten (wolfram). DIB 66-90683

689.42—Molybdenum. DIB 66-90684

689.43—Tantalum. DIB 66-90685

689.5 —Base metals, (n.e.s.). DIB 66-90686

Finished structural parts and structures, (n.e.s.)

691.1 —Finished structural parts and structures of iron or steel. DIB 66-90687

691.2 —Finished structural parts and structures of aluminum. DIB 66-90688

691.3 —Finished structural parts of zinc. DIB 66-90689*

Metal containers for storage and transport

692.1 —Tanks, vats, and reservoirs for storage. DIB 66-90690

692.11—Tanks, vats, and reservoirs for storage of iron or steel. DIB 66-90691

692.12—Tanks, vats, and reservoirs for storage of copper. DIB 66-90692*

692.13—Tanks, vats, and reservoirs for storage of aluminum. DIB 66-90693*

692.2 —Casks, drums, and similar containers used for transport. DIB 66-90694

692.21—Casks, drums, and similar containers used for transport of iron or steel. DIB 66-90695*

692.22—Casks, drums, and similar containers used for transport of aluminum. DIB 66-90696*

692.3 —Compressed gas cylinders. DIB 66-90697

692.31—Compressed gas cylinders of iron or steel. DIB 66-90698*

692.32—Compressed gas cylinders of aluminum. DIB 66-90699*

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. DIB 66-90700

693.11—Wire cables and similar articles, not insulated, of iron or steel. DIB 66-90701

693.12—Wire cables and similar articles, not insulated, of copper. DIB 66-90702*

693.13—Wire cables and similar articles, not insulated, of aluminum. DIB 66-90703*

693.2 —Wire of iron or steel, for fencing. DIB 66-90704

693.3 —Gauze, netting, and similar articles of wire. DIB 66-90705

693.31—Gauze, netting, and similar articles of iron or steel wire. DIB 66-90706*

693.32—Gauze, netting, and similar articles of copper wire. DIB 66-90707*

693.33—Gauze, netting, and similar articles of aluminum wire. DIB 66-90708*

693.4 —Expanded metal. DIB 66-90709

693.41—Expanded metal, iron or steel. DIB 66-90710*

693.42—Expanded metal, copper. DIB 66-90711*

693.43—Expanded metal, aluminum. DIB 66-90712*

Nails, screws, nuts, rivets, and similar articles

694.1 —Nails, tacks, staples, and spikes. DIB 66-90713

694.11—Nails, tacks, staples, and spikes of iron or steel. DIB 66-90714*

694.12—Nails, tacks, staples, and spikes of copper. DIB 66-90715*

694.2 —Nuts, bolts, screws, rivets, and washers. DIB 66-90716

694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. DIB 66-90717*

694.22—Nuts, bolts, screws, rivets, and washers of copper. DIB 66-90718*

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. DIB 66-90719

695.2 —Other handtools and tools for machines. DIB 66-90720

695.21—Hand saws and saw blades. DIB 66-90721

695.22—Pliers, metal cutting shears, files, and similar tools. DIB 66-90722

695.23—Handtools, (n.e.s.). DIB 66-90723

695.24—Interchangeable tools for hand or machine tools. DIB 66-90724

695.25—Cutting blades for machines. DIB 66-90725

695.26—Tool tips, unmounted, of sintered metal carbides. DIB 66-90726

Cutlery

696.0 —Cutlery. DIB 66-90727

696.01—Knives. DIB 66-90728*

696.02—Knife blades. DIB 66-90729*

696.03—Razors and razor blades. DIB 66-90730*

696.04—Scissors and their blades. DIB 66-90731*

696.05—Other articles of cutlery. DIB 66-90732*

696.06—Spoons, forks, and similar tableware. DIB 66-90733*

696.07—Handles for cutlery of base metal. DIB 66-90734*

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. DIB 66-90735

697.11—Domestic stoves, cookers, ovens, and space heaters of iron or steel. DIB 66-90736*

697.12—Domestic stoves, cookers, ovens, and space heaters of copper. DIB 66-90737*

697.2 —Domestic utensils of base metal. DIB 66-90738

697.21—Domestic utensils of iron or steel. DIB 66-90739

697.22—Domestic utensils of copper. DIB 66-90740*

697.23—Domestic utensils of aluminum. DIB 66-90741

697.9 —Other household equipment of base metal. DIB 66-90742

697.91—Steel wool, pot scourers, and polishing pads of iron or steel. DIB 66-90743

697.92—Indoor ornaments of base metal, (n.e.s.). DIB 66-90744*

697.93—Picture frames and mirrors of base metal. DIB 66-90745*

Manufactures of metal, (n.e.s.)

698.1 —Locksmiths' wares. DIB 66-90746

698.11—Locks, padlocks, and keys of base metal. DIB 66-90747

698.12—Hinges, catches, and similar base metal fittings and mountings. DIB 66-90748

698.2 —Safes, strongrooms, and strongboxes of base metal. DIB 66-90749

698.3 —Chain and parts of iron or steel. DIB 66-90750

698.4 —Anchors, grapnels, and parts of iron or steel. DIB 66-90751*

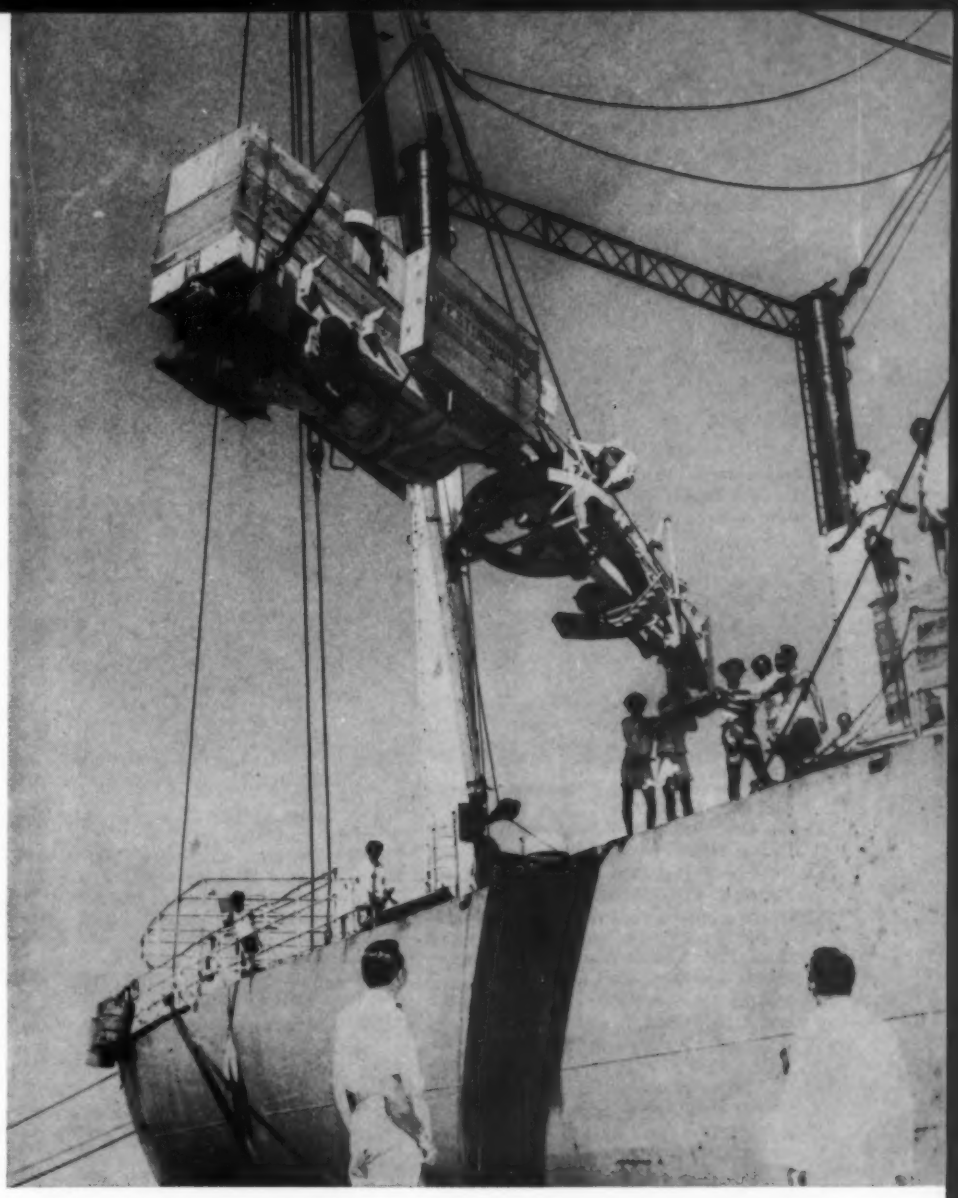
** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

698.5 —Pins and needles of iron or steel and base metal fittings. DIB 66-90752
698.51—Needles for hand sewing and similar articles of iron or steel. DIB 66-90753*
698.52—Pins, hairpins, and curling grips of iron or steel. DIB 66-90754*
698.53—Clasps, hooks, buckles, and similar articles of base metal. DIB 66-90755*
698.6 —Springs and leaves for springs of iron, steel, or copper. DIB 66-90756
698.61—Springs and leaves for springs of iron or steel. DIB 66-90757*
698.62—Springs and leaves for springs of copper. DIB 66-90758*
698.8 —Miscellaneous articles of base metal. DIB 66-90759
698.81—Chain and parts of copper. DIB 66-90760*
698.82—Flexible tubing and piping of base metal. DIB 66-90761*
698.83—Beads and spangles of base metal. DIB 66-90762*
698.84—Bells, nonelectric, of base metal. DIB 66-90763*
698.85—Stoppers, crown corks, and similar articles of base metal. DIB 66-90764*
698.86—Name plates and other signs of base metal. DIB 66-90765*
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. DIB 66-90766*
698.9 —Articles of base metals, (n.e.s.). DIB 66-90767
698.91—Articles of iron or steel, except castings and forgings in the rough state, (n.e.s.). DIB 66-90768*
698.92—Articles of copper, (n.e.s.). DIB 66-90769*
698.93—Articles of nickel, (n.e.s.). DIB 66-90770*
698.94—Articles of aluminum, (n.e.s.). DIB 66-90771*
698.95—Articles of magnesium, (n.e.s.). DIB 66-90772*
698.96—Articles of lead, (n.e.s.). DIB 66-90773*
698.97—Articles of zinc, (n.e.s.). DIB 66-90774*
698.98—Articles of tin, (n.e.s.). DIB 66-90775*

7 —MACHINERY AND TRANSPORT EQUIPMENT. DIB 66-90776

Power generating machinery, other than electric

711.1 —Steam generating boilers. DIB 66-90777
711.2 —Boiler house plant. DIB 66-90778
711.3 —Steam engines. DIB 66-90779
711.31—Steam engines incorporating boilers. DIB 66-90780*
711.32—Steam engines not incorporating boilers. DIB 66-90781*
711.4 —Aircraft engines. DIB 66-90782
711.41—Internal combustion engines for aircraft. DIB 66-90783
711.42—Jet and gas turbines for aircraft. DIB 66-90784
711.5 —Internal combustion engines, not for aircraft. DIB 66-90785
711.6 —Gas turbines, not for aircraft. DIB 66-90786
711.7 —Nuclear reactors. DIB 66-90787
711.8 —Engines, (n.e.s.). DIB 66-90788
711.81—Water turbines and other water engines. DIB 66-90789*
711.89—Other engines, (n.e.s.). DIB 66-90790*



Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. DIB 66-90791
712.2 —Agricultural machinery for harvesting, threshing, and sorting. DIB 66-90792
712.3 —Milking machines, cream separators, and other dairy equipment. DIB 66-90793
712.31—Cream separators. DIB 66-90794*
712.39—Other dairy machinery. DIB 66-90795*
712.5 —Tractors, other than road tractors. DIB 66-90796
712.9 —Agricultural machinery and appliances (n.e.s.). DIB 66-90797
712.91—Presses for winemaking and similar machinery. DIB 66-90798*
712.99—Other agricultural machinery. DIB 66-90799*

Office machines

714.1 —Typewriters and checkwriting machines. DIB 66-90800
714.2 —Calculating and accounting machines, electronic computers, and similar machines. DIB 66-90801
714.3 —Statistical machines. DIB 66-90802
714.9 —Office machines (n.e.s.). DIB 66-90803
714.91—Duplicating, addressing, and similar machines. DIB 66-90804*
714.92—Parts of office machinery (n.e.s.). DIB 66-90805*

Metalworking machinery

715.1 —Machine tools for working metals. DIB 66-90806
715.2 —Other metalworking machinery. DIB 66-90807
715.21—Converters, ladles, ingot molds, and casting machines. DIB 66-90808
715.22—Rolling mills and rolls therefor. DIB 66-90809
715.23—Gas operated welding and cutting appliances. DIB 66-90810

Textile and leather machinery

717.1 —Textile machinery. DIB 66-90811

717.11—Spinning and similar machines. DIB 66-90812*

717.12—Weaving, knitting, and similar machines. DIB 66-90813*

717.13—Machines auxiliary to weaving and similar machines. DIB 66-90814*

717.14—Machinery for manufacturing or finishing felt. DIB 66-90815*

717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. DIB 66-90816*

717.2 —Machinery for preparing and tanning hides, skins, or leather. DIB 66-90817

717.3 —Sewing machines. DIB 66-90818

Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. DIB 66-90819

718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. DIB 66-90820*

718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. DIB 66-90821*

718.2 —Printing and bookbinding machinery. DIB 66-90822

718.21—Bookbinding machinery. DIB 66-90823

718.22—Type-making and -setting machinery. DIB 66-90824

718.29—Other printing machinery (n.e.s.). DIB 66-90825

718.3 —Food processing machinery, except domestic. DIB 66-90826

718.31—Machinery for milling grain. DIB 66-90827

718.39—Other food processing machinery, except domestic. DIB 66-90828

718.4 —Construction and mining machinery. DIB 66-90829

718.41—Road rollers, mechanically propelled. DIB 66-90830

718.42—Excavating, leveling, boring, and similar machinery. DIB 66-90831

718.5 —Mineral crushing, sorting, molding, and glassworking machinery. DIB 66-90832

718.51—Mineral crushing, sorting, and similar machinery. DIB 66-90833

718.52—Glassworking machinery. DIB 66-90834

Nonelectric machinery and appliances and machine parts (n.e.s.)

719.1 —Heating and cooling equipment. DIB 66-90835

719.11—Gas generators. DIB 66-90836

719.12—Air-conditioning machines. DIB 66-90837

719.13—Furnace burners and mechanical stokers. DIB 66-90838

719.14—Industrial and laboratory furnaces and ovens, nonelectric. DIB 66-90839

719.15—Refrigerators, except domestic, and other refrigerating equipment. DIB 66-90840

719.19—Other apparatus for treating materials with heat or cold, except for domestic use. DIB 66-90841*

719.2 —Pumps and centrifuges. DIB 66-90842

719.21—Pumps for liquids. DIB 66-90843

719.22—Pumps and compressors for air and gases. DIB 66-90844*

719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gases. DIB 66-90845*

719.3 —Mechanical handling equipment. DIB. 66-90846

719.31—Lifting and loading machinery. DIB 66-90847

719.32—Fork lift and other industrial trucks for moving goods within a plant. DIB 66-90848

719.4 —Domestic appliances, nonelectric. DIB 66-90849

719.41—Domestic food processing appliances, nonelectric. DIB 66-90850*

719.42—Domestic refrigerators, nonelectric. DIB 66-90851

719.43—Domestic water heaters, nonelectric. DIB 66-90852

719.5 —Power tools. DIB 66-90853

719.51—Machine tools for working minerals. DIB 66-90854*

719.52—Machine tools for working wood, plastics, and other hard carving materials. DIB 66-90855

719.53—Motorized handtools, nonelectric. DIB 66-90856

719.54—Parts and accessories of machine tools. DIB 66-90857

719.6 —Other nonelectric machinery. DIB 66-90858

719.61—Calendering and similar rolling machines, (n.e.s.), and their cylinders. DIB 66-90859*

719.62—Bottling and packaging machinery. DIB 66-90860

719.63—Weighing machinery. DIB 66-90861

719.64—Spraying machinery. DIB 66-90862*

719.65—Automatic vending machines. DIB 66-90863*

719.66—Railway track fixtures and fittings. DIB 66-90864*

719.7 —Ball, roller, or needle-roller bearings. DIB 66-90865

719.8 —Machinery and appliances, (n.e.s.). DIB 66-90866

719.9 —Parts and accessories of machinery, (n.e.s.). DIB 66-90867

719.91—Molding boxes for metal foundry and molds, except ingot molds. DIB 66-90868*

719.92—Taps, cocks, valves, and similar appliances, (n.e.s.). DIB 66-90869*

719.93—Transmission shafts and cranks, pulleys and similar machinery. DIB 66-90870*

719.94—Metal-plastic joints. DIB 66-90871*

719.99—Machinery parts, nonelectric, (n.e.s.). DIB 66-90872*

Electric power machinery and switchgear

722.1 —Electric power machinery. DIB 66-90873

722.2 —Switchgear and other electric circuit apparatus. DIB 66-90874

Equipment for distributing electricity

723.1 —Insulated wire and cable. DIB 66-90875

723.2 —Electrical insulating equipment. DIB 66-90876

723.21—Electrical insulators. DIB 66-90877*

723.22—Other insulating fittings for electrical equipment. DIB 66-90878*

723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. DIB 66-90879*

Telecommunications apparatus

724.1 —Television broadcast receivers. DIB 66-90880

724.2 —Radio broadcast receivers. DIB 66-90881

724.9 —Telecommunications equipment, (n.e.s.). DIB 66-90882

724.91—Electrical line telephone and telegraph equipment. DIB 66-90883

724.92—Microphones, loudspeakers, and amplifiers. DIB 66-90884*

724.99—Other telecommunications equipment. DIB 66-90885*

Domestic Electric Equipment

725.0 —Domestic electric equipment. DIB 66-90886

725.01—Domestic refrigerators, electric. DIB 66-90887

725.02—Domestic washing machines, whether or not electric. DIB 66-90888

725.03—Electromechanical domestic appliances, (n.e.s.). DIB 66-90889

725.04—Electric shavers and hair clippers. DIB 66-90890*

725.05—Electric space and water heaters, and similar equipment. DIB 66-90891

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. DIB 66-90892

726.2 —X-ray apparatus. DIB 66-90893

Other electric machinery and apparatus

729.1 —Batteries and accumulators. DIB 66-90894

729.11—Primary batteries and cells. DIB 66-90895

729.12—Electric accumulators (storage batteries). DIB 66-90896

729.2 —Electric lamps. DIB 66-90897

729.3 —Electron tubes, photocells, and semiconductors. DIB 66-90898

729.4 —Automotive electric equipment. DIB 66-90899

729.41—Electric starting and ignition equipment for internal combustion engines. DIB 66-90900*

729.42—Electric lighting and similar equipment for vehicles. DIB 66-90901*

729.5 —Electric measuring and controlling instruments. DIB 66-90902

729.51—Electricity supply meters. DIB 66-90903

729.52—Other electric measuring and controlling instruments. DIB 66-90904

729.6 —Electromechanical handtools. DIB 66-90905

729.7 —Electron and proton accelerators. DIB 66-90906*

729.9—Electric machinery and apparatus, (n.e.s.). DIB 66-90907

729.91—Electromagnets, permanent magnets, and electromagnetic appliances. DIB 66-90908*

729.92—Electric furnaces, welding, and cutting apparatus. DIB 66-90909

729.93—Electric traffic control equipment. DIB 66-90910*

729.94—Electric signaling apparatus, (n.e.s.). DIB 66-90911*

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

729.95—Electrical condensers. DIB 66-90912*
729.96—Electrical carbons. DIB 66-90913*
729.98—Electric parts of machinery and appliances, (n.e.s.). DIB 66-90914*
729.99—Other electric goods and apparatus, (n.e.s.). DIB 66-90915*

Railway vehicles

731.1 —Steam railway locomotives and tenders. DIB 66-90916
731.2 —Electric railway locomotives, not self-generating. DIB 66-90917
731.3 —Railway locomotives, not steam or electric. DIB 66-90918
731.4 —Self-propelled railway cars. DIB 66-90919
731.5 —Railway passenger cars, not self-propelled. DIB 66-90920
731.6 —Railway freight and maintenance cars, not self-propelled. DIB 66-90921
731.61—Railway service vehicles. DIB 66-90922
731.62—Railway freight cars. DIB 66-90923
731.63—Road-rail and similar containers. DIB 66-90924*
731.7 —Parts of railway locomotives and rolling stock, (n.e.s.). DIB 66-90925

Road motor vehicles

732.1 —Passenger cars. DIB 66-90926
732.2 —Buses. DIB 66-90927
732.3 —Trucks. DIB 66-90928
732.4 —Special purpose trucks and vans. DIB 66-90929
732.5 —Road tractors for tractor-trailer combinations. DIB 66-90930*
732.6 —Passenger car chassis with engines mounted. DIB 66-90931*
732.7 —Other chassis with engines mounted. DIB 66-90932*
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. DIB 66-90933
732.81—Bodies for motor vehicles, except motorcycles. DIB 66-90934*
732.89—Other parts for motor vehicles, except motorcycles. DIB 66-90935*
732.9 —Motorcycles, motorized cycles, and parts. DIB 66-90936
732.91—Motorcycles, autocycles, and sidecars. DIB 66-90937*
732.92—Parts for motorcycles, autocycles, and sidecars. DIB 66-90938*

Road vehicles other than motor vehicles

733.1 —Bicycles and other cycles, and parts. DIB 66-90939
733.11—Bicycles and other cycles. DIB 66-90940
733.12—Parts of bicycles and other cycles. DIB 66-90941
733.3 —Trailers and other vehicles, not motorized, and parts. DIB 66-90942
733.4 —Invalid carriages. DIB 66-90943*

Aircraft

734.1 —Aircraft. DIB 66-90944
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. DIB 66-90945
734.91—Airships and balloons. DIB 66-90946*
734.92—Parts of aircraft, airships, and balloons. DIB 66-90947

Ships and boats

735.1 —Warships. DIB 66-90948
735.3 —Ships and boats, except warships. DIB 66-90949

735.8 —Ships and other vessels for breaking up. DIB 66-90950*
735.9 —Ships and boats, (n.e.s.). DIB 66-90951
735.91—Tugs. DIB 66-90952
735.92—Dredgers and other special purpose vessels. DIB 66-90953
735.93—Buoys and other floating structures. DIB 66-90954*

8 —MISCELLANEOUS MANUFACTURED ARTICLES. DIB 66-90955

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. DIB 66-90956
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. DIB 66-90957
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. DIB 66-90958
812.4 —Lighting fixtures, lamps, and lanterns. DIB 66-90959
812.41—Illuminating and signaling glassware. DIB 66-90960
812.42—Lamps, lighting fittings, and parts of base metal. DIB 66-90961
812.43—Flashlights and other portable lamps. DIB 66-90962

Furniture

821.0 —Furniture. DIB 66-90963
821.01—Chairs and parts. DIB 66-90964*
821.02—Medical and similar furniture and parts. DIB 66-90965*
821.03—Mattresses and similar stuffed furnishings. DIB 66-90966*
821.09—Furniture and parts, (n.e.s.). DIB 66-90967*

Travel goods, handbags, and similar articles

831.0 —Travel goods, handbags, and similar articles. DIB 66-90968

Clothing, except fur clothing

841.0 —Clothing, except fur clothing. DIB 66-90969
841.1 —Clothing, not knitted or crocheted. DIB 66-90970
841.11—Men's and boys' outer garments, not knitted or crocheted. DIB 66-90971
841.12—Women's, girls', and infants' outer garments, not knitted or crocheted. DIB 66-90972
841.13—Men's and boys' under garments, not knitted or crocheted. DIB 66-90973
841.14—Women's, girls', and infants' under garments, not knitted or crocheted. DIB 66-90974
841.2 —Clothing accessories, not knitted or crocheted. DIB 66-90975
841.21—Handkerchiefs. DIB 66-90976
841.22—Shawls, scarves, and similar accessories, not knitted or crocheted. DIB 66-90977*
841.23—Ties, bow ties, and cravats. DIB 66-90978*
841.24—Collars and similar accessories and trimmings. DIB 66-90979*
841.25—Corsets, suspenders, and similar articles, including knitted or crocheted. DIB 66-90980
841.26—Gloves, stockings, and socks, not knitted or crocheted. DIB 66-90981
841.29—Other clothing accessories, (n.e.s.). DIB 66-90982*
841.3 —Leather clothing and accessories. DIB 66-90983
841.4 —Clothing and accessories, knitted or crocheted. DIB 66-90984
841.41—Gloves, knitted or crocheted, not elastic or rubberized. DIB 66-90985*
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. DIB 66-90986
841.43—Under garments, knitted or crocheted, not elastic or rubberized. DIB 66-90987

841.44—Outer garments, knitted or crocheted, not elastic or rubberized. DIB 66-90988
841.45—Knitted or crocheted fabric, elastic or rubberized. DIB 66-90989*
841.5 —Headgear. DIB 66-90990
841.51—Headgear of felt. DIB 66-90991*
841.52—Headgear, plaited. DIB 66-90992*
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. DIB 66-90993*
841.54—Headbands, linings, and other parts of headgear. DIB 66-90994*
841.59—Other headgear. DIB 66-90995*
841.6 —Rubber clothing and accessories. DIB 66-90996

Fur clothing

842.0 —Fur clothing. DIB 66-90997
842.01—Articles of furskins. DIB 66-90998
842.02—Artificial fur and articles. DIB 66-90999*

Footwear

851.0 —Footwear. DIB 66-91000
851.01—Footwear, rubber or plastic. DIB 66-91001*
851.02—Footwear with soles of leather, rubber, or plastic. DIB 66-91002*
851.03—Footwear with soles of wood or cork. DIB 66-91003*
851.04—Footwear with soles of other materials. DIB 66-91004*
851.05—Gaiters, spats, leggings, and similar articles. DIB 66-91005*

Scientific, medical, optical, measuring, and controlling instruments and apparatus

861.1 —Optical elements. DIB 66-91006
861.11—Optical elements, unmounted. DIB 66-91007*
861.12—Optical elements, mounted. DIB 66-91008*
861.2 —Spectacles and frames. DIB 66-91009
861.21—Frames and parts for spectacles. DIB 66-91010*
861.22—Spectacles and similar articles. DIB 66-91011*
816.3 —Binoculars, microscopes, and other optical instruments. DIB 66-91012
861.31—Binoculars and refracting telescope, (n.e.s.). DIB 66-91013
861.32—Astronomical instruments and their mountings. DIB 66-91014*
861.33—Microscopes and diffraction apparatus, electron and proton. DIB 66-91015*
861.34—Compound optical microscopes. DIB 66-91016*
861.39—Optical appliances and instruments, (n.e.s.). DIB 66-91017*
861.4 —Photographic cameras other than motion-picture; flashlight apparatus. DIB 66-91018
861.5 —Motion-picture cameras, projectors, and sound recorders. DIB 66-91019
861.6 —Photographic and motion-picture apparatus, (n.e.s.). DIB 66-91020
861.61—Image projectors, enlargers, and reducers, except motion-picture. DIB 66-91021
861.69—Photographic equipment, (n.e.s.). DIB 66-91022
861.7 —Medical instruments. DIB 66-91023
861.71—Medical instruments and appliances, except electromedical. DIB 66-91024
861.72—Mechanotherapy appliances and similar apparatus. DIB 66-91025*
861.8 —Meters and counters, nonelectric. DIB 66-91026
861.81—Gas or liquid supply meters. DIB 66-91027
861.82—Revolution, production, and similar counting devices. DIB 66-91028*
861.9 —Measuring, controlling, and scientific instruments. DIB 66-91029
861.91—Surveying and similar instruments. DIB 66-91030*
861.92—Balances. DIB 66-91031*
861.93—Drawing, measuring, calculating, and similar instruments. DIB 66-91032*
861.94—Technical models for demonstration. DIB 66-91033*
861.95—Mechanical appliances for testing physical properties of industrial materials. DIB 66-91034*
861.96—Hydrometers, thermometers, and similar instruments. DIB 66-91035*
861.97—Instruments for measuring or controlling the flow, depth, pressure, etc. of liquids or gases. DIB 66-91036*
861.98—Instruments, except mechanical, for physical or chemical analysis. DIB 66-91037*
861.99—Parts and accessories of measuring, controlling, and scientific instruments. DIB 66-91038*

Photographic and motion-picture supplies

862.3 —Chemical products and flashlight materials used in photography, for retail. DIB 66-91039*
862.4 —Photographic film, plates, and paper, and developed film other than motion-picture. DIB 66-91040
862.41—Photographic plates and film in the flat, sensitized, unexposed, except of paper, paperboard, or cloth. DIB 66-91041
862.42—Film in rolls, sensitized, unexposed. DIB 66-91042
862.43—Paper, paperboard, and cloth, sensitized, not developed. DIB 66-91043
862.44—Sensitized plates and film, exposed, not developed. DIB 66-91044*
862.45—Plates and film, except motion-picture, exposed and developed. DIB 66-91045*

Developed motion-picture film

863.0 —Motion-picture film, developed. DIB 66-91046
863.01—Sound track, developed. DIB 66-91047*
863.09—Other motion-picture film, developed. DIB 66-91048*

Watches and clocks

864.1 —Watches, watch movements, and cases. DIB 66-91049
864.11—Wrist watches and other watches. DIB 66-91050*
864.12—Clocks with watch movements. DIB 66-91051*
864.13—Watch movements, assembled. DIB 66-91052*
864.14—Watch cases and parts. DIB 66-91053*
864.2 —Clocks, clock movements, and parts. DIB 66-91054
864.21—Instrument panel clocks. DIB 66-91055*
864.22—Clocks, (n.e.s.). DIB 66-91056*
864.23—Timeclocks. DIB 66-91057*
864.24—Time switches with clock movement. DIB 66-91058*
864.25—Clock movements, assembled. DIB 66-91059*
864.26—Clock cases and parts. DIB 66-91060*
864.29—Clock and watch parts, (n.e.s.). DIB 66-91061*

Musical instruments, sound recorders and reproducers, and parts

891.1 —Phonographs, tape recorders, and other sound recorders and reproducers, and parts. DIB 66-91062
891.11—Phonographs, tape recorders, and other sound recorders and reproducers. DIB 66-91063*
891.12—Parts of phonographs, tape recorders, or other sound recorders or reproducers. DIB 66-91064*
891.2 —Phonograph records, and other sound recordings and recording media. DIB 66-91065
891.4 —Pianos and other string musical instruments. DIB 66-91066
891.41—Pianos, other keyboard string instruments, and harps. DIB 66-91067
891.42—Other string musical instruments. DIB 66-91068*
891.43—Musical instrument strings. DIB 66-91069*
891.8 —Musical instruments, (n.e.s.). DIB 66-91070
891.81—Pipe and reed organs. DIB 66-91071*
891.82—Accordions, concertinas, and mouth organs. DIB 66-91072*
891.83—Other wind musical instruments. DIB 66-91073*
891.84—Percussion musical instruments. DIB 66-91074*

891.85—Electrical musical instruments. DIB 66-91075*
891.89—Other musical instruments., (n.e.s.). DIB 66-91076*
891.9 —Parts and accessories of musical instruments. DIB 66-91077*

Printed matter

892.1 —Books, pamphlets, and maps, printed. DIB 66-91078
892.11—Printed books and pamphlets. DIB 66-91079*
892.12—Children's picture and painting books. DIB 66-91080*
892.13—Maps and hydrographic charts. DIB 66-91081
892.2 —Newspapers and periodicals. DIB 66-91082
892.3 —Music, printed or in manuscript. DIB 66-91083
892.4 —Picture postcards, picture greeting cards, and transfers, printed. DIB 66-91084*
892.41—Transfers. DIB 66-91085*
892.42—Picture postcards and picture greeting cards, printed. DIB 66-91086*
892.9 —Printed matter, (n.e.s.). DIB 66-91087
892.91—Paper or paperboard labels. DIB 66-91088*
892.92—Plans and drawings for industrial or commercial purposes, not printed. DIB 66-91089*
892.93—Unissued stamps, banknotes, and similar documents. DIB 66-91090*
892.94—Calendars of paper. DIB 66-91091*
892.99—Other printed matter, including printed pictures and photographs. DIB 66-91092*

Articles of plastic materials

893.0 —Articles of plastic materials. DIB 66-91093

Perambulators, toys, games, and sporting goods

894.1 —Baby and invalid carriages, not motorized or self-propelled. DIB 66-91094*
894.2 —Children's toys and indoor games. DIB 66-91095
894.21—Wheeled toys and doll carriages. DIB 66-91096*
894.22—Dolls. DIB 66-91097*
894.23—Toys, (n.e.s.). DIB 66-91098*
894.24—Equipment for indoor games. DIB 66-91099*
894.25—Christmas decorations. DIB 66-91100*
894.3 —Nonmilitary arms. DIB 66-91101
894.31—Firearms, except military weapons, revolvers, and pistols. DIB 66-91102*
894.32—Other nonmilitary arms. DIB 66-91103*
894.33—Parts of nonmilitary arms. DIB 66-91104*
894.4 —Other sporting goods. DIB 66-91105
894.41—Fishing and hunting equipment. DIB 66-91106
894.42—Other requisites for outdoor sports. DIB 66-91107
894.5 —Fairground amusements. DIB 66-91108*

Office and stationery supplies, (n.e.s.)

895.1 —Office and stationery supplies of base metal. DIB 66-91109
895.11—Filing cabinets and similar office equipment, except furniture of base metal. DIB 66-91110
895.12—Fittings for files, paper-clips, and similar stationery goods of base metal. DIB 66-91111*
895.2 —Pens, pencils, and fountain pens. DIB 66-91112
895.21—Fountain pens, propelling pencils, penholders, and parts. DIB 66-91113
895.22—Pen nibs and nib points. DIB 66-91114
895.23—Pencils, crayons, drawing charcoals, and chalk. DIB 66-91115
895.9 —Other office and stationery supplies. DIB 66-91116
895.91—Inks, other than printing. DIB 66-91117
895.92—Slates for writing. DIB 66-91118*
895.93—Date, sealing, and similar stamps, hand-operated. DIB 66-91119*
895.94—Typewriter and similar ribbons and ink pads. DIB 66-91120
895.95—Sealing wax and copying pastes. DIB 66-91121*

Works of art, collectors' pieces, and antiques

896.0 —Works of art and antiques. DIB 66-91122
896.01—Paintings, drawings, and pastels, executed by hand, other than commercial. DIB 66-91123*
896.02—Original engravings, prints, and lithographs. DIB 66-91124*
896.03—Original sculptures and statuary. DIB 66-91125*
896.04—Postage and similar stamps of philatelic interest. DIB 66-91126*
896.05—Naturalists' collections and collectors' pieces of numismatic and other interests. DIB 66-91127*
896.06—Antiques, (n.e.s.). DIB 66-91128*

Jewelry and goldsmiths' and silversmiths' wares

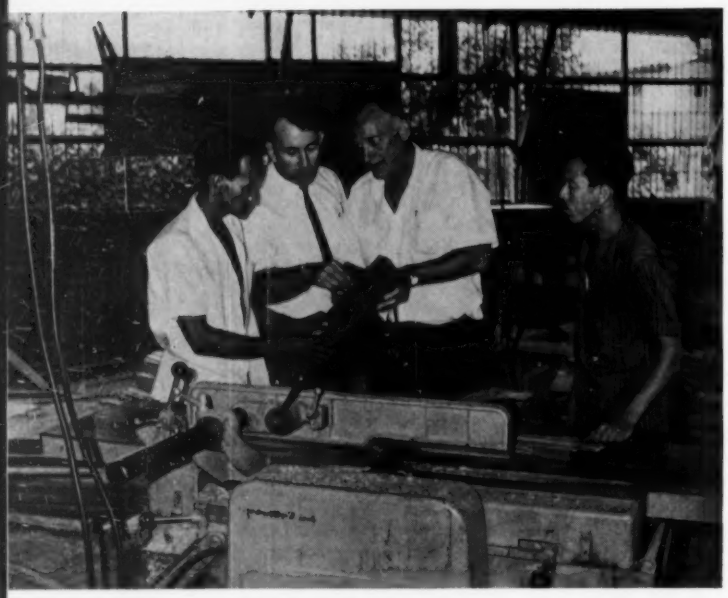
897.1 —Gold, silver, and platinum jewelry; goldsmiths' and silversmiths' wares. DIB 66-91129
897.11—Jewelry of precious metal. DIB 66-91130
897.12—Goldsmiths' or silversmiths' wares of precious metal. DIB 66-91131
897.13—Laboratory and industrial articles of precious metal. DIB 66-91132*
897.14—Articles incorporating pearls, precious or semiprecious stones. DIB 66-91133*
897.2 —Imitation jewelry. DIB 66-91134

Manufactured articles, (n.e.s.)

899.1 —Articles and manufactures of carving or molding material. DIB 66-91135*
899.11—Worked tortoise shell and articles. DIB 66-91136*
899.12—Worked mother-of-pearl and articles. DIB 66-91137*
899.13—Worked ivory and articles. DIB 66-91138*
899.14—Worked bone and articles. DIB 66-91139*
899.15—Other worked animal carving material and articles. DIB 66-91140*
899.16—Worked vegetable carving material and articles. DIB 66-91141*
899.17—Worked jet, amber, meerschaum, and articles. DIB 66-91142*
899.18—Molded or carved articles of wax, natural gums and resins, and similar materials. DIB 66-91143*
899.2 —Basketwork and other articles of plaiting materials; brooms and brushes. DIB 66-91144
899.21—Plaits and similar products. DIB 66-91145*
899.22—Basketwork, wickerwork, and other articles of plaiting materials, (n.e.s.). DIB 66-91146*
899.23—Brooms and brushes of vegetable materials, not mounted. DIB 66-91147*
899.24—Other brooms, brushes, mops, paint rollers, and similar articles. DIB 66-91148*
899.25—Prepared knots and tufts for broom- or brushmaking. DIB 66-91149*
899.26—Feather dusters. DIB 66-91150*
899.27—Hand sieves and riddles. DIB 66-91151*
899.3 —Candles, matches, combustible products, and smokers' requisites. DIB 66-91152
899.31—Candles, tapers, and similar products. DIB 66-91153*
899.32—Matches. DIB 66-91154
899.33—Combustible preparations and products, (n.e.s.). DIB 66-91155*
899.34—Mechanical lighters and parts, except flints and wicks. DIB 66-91156*
899.35—Smoking pipes, cigarette holders, and parts. DIB 66-91157
899.4 —Umbrellas, parasols, and similar articles. DIB 66-91158
899.41—Umbrellas and parasols. DIB 66-91159*
899.42—Canes, riding crops, and similar articles. DIB 66-91160*
899.43—Parts of umbrellas, canes, and similar articles. DIB 66-91161*
899.5 —Small ware and toilet articles. DIB 66-91162
899.51—Powder puffs and pads. DIB 66-91163*
899.52—Buttons, button molds, and similar articles. DIB 66-91164*
899.53—Slide fasteners and parts. DIB 66-91165*
899.54—Combs and similar articles. DIB 66-91166*
899.55—Corset stays and similar supports for apparel. DIB 66-91167*
899.56—Scent and similar sprays for toilet purposes. DIB 66-91168*
899.57—Tailors' dummies and animated displays for window dressing. DIB 66-91169*
899.6 —Orthopedic and prosthetic appliances, and hearing aids. DIB 66-91170
899.61—Hearing aids. DIB 66-91171
899.62—Orthopedic and prosthetic appliances. DIB 66-91172
899.9 —Other manufactured articles. DIB 66-91173
899.91—Articles made from gut and similar materials. DIB 66-91174*
899.92—Prepared feathers, down, and articles. DIB 66-91175*
899.93—Artificial flowers and fruit. DIB 66-91176
899.94—Human hair and other hair for wigs. DIB 66-91177*
899.95—Wigs, switches, and similar articles. DIB 66-91178*
899.96—Fans, nonmechanical, and parts. DIB 66-91179*
899.97—Vacuum bottles, except glass liners. DIB 66-91180
899.98—Parachutes. DIB 66-91181
899.99—Catapults and similar aircraft launching gear, etc. DIB 66-91182

** U.S. export data are not shown on this tabulation for the most part because our statistics could not be matched exactly to the commodity classification used, i.e., the Standard International Trade Classification (SITC) of the United Nations.*

ON THE SPOT INSPECTIONS by mission members included visits to a poultry shop in Guyana (above) and a small furniture plant in Surinam (below).



CURACAO'S FAMOUS FLOATING MARKET was also on the agenda. The arid island imports a large portion of its food from the United States.

THREE COUNTRIES VISITED

U.S. mission reports from Caribbean

Guyana

Businessmen in newly independent nation are looking for new ventures, partners

U.S. firms must adjust to small operations

Caribbean Free Trade Area agreement will provide a larger market

Surinam

Broadening commercial activity since '54 favorable for additional U.S. business

Small-scale manufacture expands

Standard of living gradually rising

Netherlands Antilles

Curacao, Aruba have business services comparable to those in United States

Rising tourism calls for joint ventures

Geographic location as crossroads points to production for export

MISSION REPORT: OUTLOOK

New markets opening in three small countries

Though economies differ, underlying similarities spur trade, investment

By CARL R. JACOBSEN
Caribbean Desk Officer, Commerce Dept.
and
Mission Trade Development Officer

LAUNCHING MISSION in Guyana, members meet with W.O.R. Kendall, Minister of Trade, Shipping (l.).

The market for U.S. products, and especially for new small-scale industrial operations, in the lower Caribbean area is small but promising. Government officials and local business leaders alike have a strong interest in U.S. goods and technical know-how.

JACOBSEN

Such is the conclusion of a U.S. Industrial Development Mission just back from a month's visit in Guyana, Surinam, and the Netherlands Antilles.

The economies of the three countries differ in several respects.

Guyana, with a traditionally agrarian economy founded primarily on sugar, has become, in recent years, more dependent on bauxite and alumina, which now constitute some 30% of total exports.

Surinam derives 76% of its foreign exchange from shipments of bauxite and aluminium ingots.

The Netherlands Antilles depends primarily on oil refining and tourism for dollar earnings.

Similarities marked

The Mission found a number of underlying similarities, however, which offer definite encouragement for trade and investment.

Although all three of the countries have small populations, industries geared primarily for export have definite possibilities. Guyana will remain a member of the British Commonwealth and thus enjoy preferential treatment for her products in the other Commonwealth nations.

In addition, the Caribbean Free Trade Area (CARIFTA)—comprising the two islands of Barbados and Antigua, together with Guyana—will come into existence by September 1966. CARIFTA will provide an increased market from Guyana's present 650,000 to a total of some 1.3 million persons, as well as a gradual reduction of duties on products whose f.o.b. value is 50% or more of area origin.

Permanent associates

Both Surinam and the Netherlands Antilles, as autonomous parts of the Kingdom of the Netherlands, are permanent associate members of the European Economic Community (European Common Market). As a general rule goods exported to the EEC by associate members must be produced entirely in the exporting country or, if imported materials are used in production, these should be so processed that the tariff classification is changed. There are some exceptions to this rule: Textiles, for example, are completely excluded from preferential entry into the EEC.

The rapidly increasing tourist industry on the neighboring islands offers a definitely expanding market for foodstuffs. Both Guyana and Surinam, who presently import quantities of food, have large tracts of tillable land lying idle.

Each of the three countries has a high literacy rate, a relatively high per capita income and a population which widely uses English. In addition, the unemployment rate of about 20% contributes to lower labor costs than those in the United States. Thus labor is readily available and quite adaptable for training.

Incentives for new industry

To counteract unemployment and foster economic growth each government has drawn up development plans and passed legislation to encourage the establishment of new industries. Approved enterprises can obtain tax holidays, duty-free importation of capital equipment and raw materials, accelerated depreciation allowances, and tariff protection for their processed goods. Development plans call for increased expenditures on basic projects such as roads, and educational and medical facilities.

The Mission found similar interests in each country. There is a high degree of receptivity toward U.S. products and technical skills, especially in food processing and plastics.

In both Surinam and Guyana, they found a decided preference for U.S. consumer goods such as household appliances and handtools—even though, as in Guyana—a higher tariff rate is levied on U.S. products. An aggressive sales effort could easily enlarge the present U.S. share of the market.

Definite possibilities were noted for joint ventures in manufacture of fiber-

Mission returns with 100 leads

The U.S. Industrial Development Mission that recently spent a month appraising several markets in the lower Caribbean area returned with about 100 specific trade and investment leads for U.S. firms.

The Mission was in Guyana, Apr. 16-23; Surinam, Apr. 23-30; and Curacao and Aruba in the Netherlands Antilles, Apr. 30-May 14.

They visited more than 25 factories in or near Georgetown, Paramaribo, Willemstad, and Oranjestad—plants for manufacture of clothing, plywood, furniture, and candy, and for food processing and meatpacking.

Mission members interviewed more than 150 individuals, making 181 referrals of the business proposals U.S. firms had sent along for consideration by local businessmen.

The U.S. group returned with 58 opportunities for trade and 37 for investment. Most of these leads are presented in this issue of **International Commerce**—some at the end of this special section, others in the regularly recurring World Trade and Investment Opportunities sections.

glass boats for either pleasure or commercial use, in refrigeration and air conditioning equipment, a paint mixing plant for enamels and lacquers, tire retreading, buildings' hardware, and a plywood and/or particle board plant.

Both the governments and the local business communities in all three nations expressed a strong interest in construction, especially low cost single-dwelling housing. As all three areas have a tropical climate, plastic or metal materials used in conjunction with native materials to locally produce insect and weather repellant construction products offer excellent possibilities.

The business community in the Netherlands Antilles enthusiastically welcomes U.S. participation to develop the expanding tourist industry by forming joint ventures in hotel construction and management. The Government of Guyana is seriously interested in attracting U.S. participation to construct a modern air conditioned hotel of 100 rooms.

Reports from each of the business members of the Mission, for each country visited, are presented on this and the following pages.

MISSION REPORT: BUSINESS SCENE

New openings seen as Guyana enters transitional period; operations will be small scale

Manufacturing expands; Caribbean Free Trade Area agreement, to become effective Sept. 1, will provide larger market

By JAMES H. SHOEMAKER
Bank of Hawaii, Honolulu

Guyana, a small country, is entering into a new period of development which offers U.S. businessmen some new but modest opportunities for export trade, for licensing arrangements, or for participation in local productive enterprises. To do this profitably will require selectivity and evaluation, an understanding of local business conditions, and a readiness to adjust to Guyana's scale of operation.

SHOEMAKER

In an area roughly equal to that of Alabama, with a year-round tropical climate, Guyana (called British Guiana prior to May 26, 1966) produces sugar, bauxite, lumber, and some miscellaneous crops, minerals, and manufactures, to support a population of 650,000.

Business and productive activity is heavily concentrated along the coast in an irregular area extending 10 to 40 miles inland. With the exception of the town of McKenzie (site of the Demerara Bauxite Co., about 65 miles inland) and a few primitive villages, all of the population is in this narrow coastal belt.

The populous coastal area is dependent on cars, trucks and coastal vessels for transportation. Inland highways are meager, and in much of the interior are totally lacking. A number of inland landing strips will accommodate small aircraft. Rivers are the primary means of transportation from inland areas for bauxite and lumber. The name **Guyana** means "land of many rivers".

A U.S. businessman will be at home in the economy of Guyana; it is decidedly British in language, economic organization and ways of doing business. From 1814 to May 26, 1966, it was under British administration.

Guyana is well serviced with banks, including branches of Chase Manhattan, Royal Bank of Canada and Barclays Bank, Ltd. Other business service facilities—such as transportation, telephone, electric power, printing and advertising—are adequate, though not quite as fully developed as those of a U.S. community of similar size.

Six factors favor the entry of U.S. business into Guyana:

- Guyana became an independent member of the British Commonwealth on May 26. Local businessmen are looking for new contacts and new markets in which to buy and sell, as well as new joint participation and licensing arrangements. In effect, Guyana is now entering a transitional period in which openings for new business will be more readily available than they were before May 26.
- A Caribbean Free Trade Area agreement was signed by Guyana, Antigua and Barbados on Dec. 15, 1965. Although the immediate economic impact will not be great when the agreement comes into effect Sept. 1 of this year, it will provide a larger market for Guyana. It is hoped this will serve as a basic group for a larger Caribbean Free Trade Area.
- Business organization and practices in Guyana, while they differ in many ways, are, nevertheless, somewhat like those in the United States. At the highest levels of administration in the largest firms, business leaders are decidedly competent. In the medium sized and smaller businesses, many are much less experienced, but a substantial number are quite able. A U.S. businessman will find it relatively easy to adjust to local business conditions.
- Communication is no problem. Guyana has a high level of literacy—in

MISSION DIRECTOR Bradley Murray addresses business group in Georgetown, Guyana's capital.

fact, one of the highest in the world. Even the taxi driver will speak and read English readily, and may surprise you with a cultivated Oxford accent.

- Because of high literacy levels, training of personnel for specialized work is less difficult than in many other countries.
- Labor costs are lower than in the United States, and workmen are eager for employment.

U.S. firms will face four disadvantages in Guyana:

- The underlying political situation has a short history of stability. During the past year and a half there has been a relatively stable Government, and during this time substantial economic growth has occurred. Underlying tensions still exist to some degree between the two largest racial elements, the East Indians and the Africans. A U.S. firm contemplating business in Guyana should evaluate the political and the economic climate.
- The scale of business in Guyana is small by U.S. standards. The total population would make only a moderate-sized suburb of New York City. Available markets and local manufacturing operations are correspondingly small. Unless a sizable market outside of Guyana is contemplated, most U.S. businessmen will find it essential to adjust their thinking to a smaller scale than that to which they are accustomed.
- There is a lack of technically trained personnel. High literacy levels, however, make it possible to train workers for semi-skilled and some skilled work.
- Specific and detailed business information is lacking. Although Guyana business firms and Government agencies are improving in this respect, a U.S. firm will find that information of the kind and quality normally desired is not available.

If the processing of minerals, sugar and rice is excluded, manufacturing in Guyana is on a small scale. These relatively small operations are based largely on the importation of raw materials to be processed into finished products for local markets. Totaling less than $10 million annually, they include such items as beer, rum, mayonnaise, edible oil, cigarettes, matches, soap, stockfeed, wire fence, small barges, bricks, and fertilizers.

Recent growth in manufacturing has been substantial—7% a year. Local concerns are moving into new fields. They want U.S. participation, but many lack a thorough evaluation of production costs and market potentials.

Good profit-making possibilities are available, but a U.S. investor in a joint manufacturing venture in Guyana will find it necessary to make his own preliminary evaluations. He also will need generally to provide technical know-how.

Construction in Guyana also is on a modest scale. Last year, for example, the total for the entire country was only 3,200 residential units, slightly over 100 commercial and industrial buildings and 38 miles of coastal highway. A few Guyana construction firms are, however, seeking joint participation with U.S. concerns.

Imports of construction materials include cement, aluminum sheet, glass, nails, paint, and some equipment.

Mission composition reflects variety of specialization

Forest products, foods and food processing equipment, finance, plastics and chemicals are among the specialties of the four businessmen members of the recent U.S. Trade Mission to the lower Caribbean area.

Albert Bryson is a manager of Costaco Division of Clear Fir Sales Co., Vancouver, Wash., supervising import and export transactions in softwood lumber and logs, and hardwood lumber and plywood. He is also vice president and general manager of Van-Port Panel Corp., engaged in custom prefinishing of hardwood and softwood plywood.

Donald Osborn is president of the Leon C. Osborn Co., Inc., of Harlingen, Tex., manufacturers' agent representing a number of firms producing equipment and machinery for harvesting, processing, preserving, and packaging of food and allied products. Osborn is a former buyer for the Great Atlantic and Pacific Tea Co., and once worked on the cruise staff of the Holland-America Line in the Caribbean area. He is a graduate of Cornell University.

James Shoemaker is vice president and director of Business Research, Bank of Hawaii, Honolulu. He has had extensive experience in economic development projects, methods of attracting industry and investment, marketing research, and corporate structure. He is familiar with machinery and equipment required in establishment of small industrial plants.

Joel Stahl is president and general manager of Stahl Industries, Inc., Youngstown, Ohio, a technical and marketing consulting company in plastics, chemicals and petrochemicals. In 1963, Stahl made a study on the further use of plastics in low cost housing in the Caribbean area. He has a degree in chemical engineering from Ohio State.

From the Commerce Department, **Carl Jacobsen,** Desk Officer for the Caribbean area, served as Trade Development Officer for the Mission. Jacobsen has a Bachelor of Science degree in Foreign Service from Georgetown University in Washington, D.C.

Bradley Murray, a special assistant to the Director of the Commerce Department's Bureau of International Commerce, was Director of the Mission. Previously, he worked in the Department's Trade Missions program, and has led 11 other such Missions.

Murray has been associated with an investment counseling firm, and has operated a cotton business. He is a graduate of the University of Tulsa, in Oklahoma, and has a Masters in Business Administration from the University of Pennsylvania.

Guyana imports most of its food products; some prospects seen for expanded output, processing

Irrigation, road improvements needed; new opportunities for U.S. equipment, technical help lie in such activities

By DONALD C. OSBORN
Leon C. Osborn Co., Inc., Harlingen, Tex.

The advent of independence will produce a changing approach to trade and industry in this new small country, and it should create opportunities for the U.S. business community. There is a possibility that traditional ties with British sources of supply may be invaded by aggressive U.S. businessmen who are looking for sales, investments, or joint ventures in the developing countries.

OSBORN

Guyana now has Commonwealth status, and will establish preferential tariffs for the British Commonwealth Nations. This will handicap the opening of many new agency accounts, particularly on lines which can be supplied from Canada or the United Kingdom.

Roads needed

Guyana is presumed to have a wealth of untapped resources in the almost impenetrable back country to the South. It is believed that there are areas where food products can be grown, but until an improved system of transport and communication is created, no projects of any scope can be initiated.

An assault on this problem is the AID program now being implemented. Also, additional programs are under consideration, along with the local government's counterpart efforts, in roadbuilding. As soon as roads become available, and when the existing coastal road is made into more of an all-weather route, an orderly flow of harvested crops to a central processing area may be possible.

AID funds, devoted to seawalls and other methods of protecting the coastal soil from the ravages of the sea, can be most important in putting more land into agriculture. This would include improvement in both irrigation and drainage systems. As a consequence, the pork and poultry industry may be able to procure feed ingredients to supplement their present feeds, and thus improve their cost factor in producing these two meat staples.

Chance to sell equipment

Practically all foodstuffs consumed by the local population, other than seasonal fresh items found in the public market, are imported. The opportunity lies in the increasing interest by some local businessmen in setting up plants to process and preserve certain fruits and vegetables while they are in season. Here is where U.S. know-how and processing equipment can be utilized.

Emphasis should be placed on semi-automatic equipment and those items which require some hand labor, because it is essential to employ as many people as possible within the limits of reasonable production cost as related to selling price.

The basic exports in foods are sugar and rice. Sugar output is growing, but the world sugar market is volatile and subject to political complications. Still, sugar is extremely important to Guyana's economic well-being. Rice also is a major crop, but has been suffering from overproduction or under-selling. Quality is a problem.

Best potential

The meat industry seems to have the greatest immediate growth potential, but transportation continues to be an obstacle.

Live stock herd growth in the savannahs of the Rupununi area makes the beef situation somewhat brighter as cattle seem to flourish there and quality appears adequate. Beef slaughtered in the Government abattoir is flown 300 miles into the Georgetown Airport.

Poultry processing

Poultry is the leader among meat products consumed in Guyana. Prices are still high, but increasing supply seems to be putting some pressure on the price structure. A great deal can be done in mechanizing poultry processing, because hand labor costs are high even with low wage rates. High feed cost is an important factor in keeping costs high. There is room for another feed mill in Georgetown and some Guyanese groups are looking for joint ventures.

Pork production is growing considerably and, although better hog varieties probably could be raised, some excellent ham and bacon is being produced. Here again more mechanization is needed in meat handling, and equipment should be utilized for the packing of by-products.

Frozen shrimp exported

Export of shrimp is growing and the Georgetown Seafood Co. has excellent facilities. Only headless green shrimp are frozen and shipped to the United States. Possibly there is room for more production, but preferred treatment and investment incentives are given only to the first investor in a particular industry.

Tropical fruits such as pineapple, mango, papaya, citrus and others could be canned as cut fruit or juices. It is possible that rice-base items such as spanish rice, chicken with rice, rice and gravy, could be canned, but not as individual production items—they should be just some of several packed in a canning plant.

Not a food product, but certainly agricultural, is broom corn. All brooms of acceptable quality are imported and are very costly. A small broom manufacturing plant would be successful if the broom corn itself can be grown profitably.

Low-cost power needed

Guyana has a good potential, provided its Government continues to be stable. The answer to many problems is cheap power, and this can come if steps are taken to harness the water power from its rivers.

Some good opportunities for U.S. business are to be found in Guyana. Certainly higher risks than those in the United States are involved, but on a selective basis the profit potential is also higher.

Inaccessible timber, diversified species in Guyana's forests provide challenges for U.S. experts

Major demand at present confined to one variety of wood but Government hopes for broader utilization

By ALBERT E. BRYSON
Van-Port Panel Co., Vancouver, Wash.

Guyana's forests cover 85% of a total area of 86,000 square miles and, as in nearby countries, are classified as "Tropical Rain Forests."

BRYSON

Such a classification immediately signals the two major problems in extraction — extremely mixed species; and inaccessible timber stands.

Timber has been extracted for over 100 years, but the major demand has existed for only Green Heart (Bibiru) *October Radiaei*. Green heart is recognized for its resistance to termites, marine borers and decay.

The inaccessibility of the forests has caused Green Heart to be extracted from those areas in close proximity to the major rivers, and as a result the specie is becoming increasingly scarce in supply, and higher in price. Unless a broader utilization of species can be brought about, selective logging costs of Green Heart may rise to such a level that treated woods will supplant its use.

The Guyana Forestry Department is keenly aware of these factors, and has actively supported a program to broaden the domestic use of other species. Efforts have not yet produced the desired results, and due to local building codes and customs, the local market demands Green Heart.

In tropical rain forests, timber is usually classified into three broad categories: heavy, medium and light. Guyana's forests, which have been sample-cruised, fall primarily in the heavy hardwood classification. The diameter of heavy timber ranges from medium to small size, and because of difficulties in peeling and drying, these species are not good for veneer manufacturing. Medium and light classes contain numerous species that appear to be suitable for rotary veneer production, while other species are known to be suitable for sliced veneer. Many species of all groupings have been used for local joinery and furniture manufacture.

The almost complete lack of factual forest inventories precludes the founding of any business dependent upon a few selected species. Forest inventories are lacking even in those areas where Green Heart has been removed, although in most instances an average of only two or three trees per acre represented the entire cut.

Some of the sawmills are reported to be capable of producing sawn lumber for the export trade. These mills are equipped with either a band or circular breakdown headrig with one or more gang frame saws that produce uniformly sawn lumber. The small mills produce entirely for the domestic market; the equipment in this type of mill is usually limited to a circular headrig, edger, and in some cases a resaw.

At present, there are no uniform grading rules in effect. Mills producing for the export market offer two grades, "local" and "export;" in the latter case, specifications are predetermined between seller and buyer.

It is generally agreed that before Guyana can become a reliable exporter of sawn lumber (with the exception of Green Heart), a uniform rigid inspection for grade and specie must be provided by the Guyana Forestry Department. The Department at present has neither the funds nor qualified personnel to supervise grading.

In spite of the comparatively small volume of forest products exported, lack of available shipping space is a constant problem facing shippers. Long delays between vessels, and in some cases total lack of space, create storage and financing problems that in many cases prevent development of the forest products trade.

In 1959, a chipboard plant was established near Georgetown, designed to operate on available local hardwood timber. Considerable trouble, primarily mechanical, was encountered during the first two years of operation. In the third year, when the plant appeared to be on a "break-even" basis, lack of further financing caused a shutdown. The equipment is still intact and efforts to start the operation again are currently underway.

The United Nations sponsored a Forest Products Survey in 1963. The report covers in considerable depth many problems related to development of Guyana's forests. The Report (#1737) may be obtained by writing: The Conservator of Forests, Georgetown, Guyana.

The above report will be supplemented by a four-year study, sponsored by the U.N., which is to begin in August. The forthcoming report hopes to provide lacking information on location, density and volume by specie of much of Guyana's forests, and will enable a future forest development program founded on broader specie utilization.

Market profile—Guyana

Government: Parliamentary democracy within the British Commonwealth.
Area: 83,000 square miles.
Climate: Tropical with an average annual rainfall of 92 inches.
Population: 638,000 (based on projection of 1960 census); consisting of Negroes, Chinese, Europeans, East Indians, and Amerindians.
Per capita income: US$250 (estimated, 1965).
Exchange rate: 1 Guyana dollar(G$) = US$0.58.
Foreign trade: Imports, US$74.2 million; U.S. share, 23%. Exports, US$64.9 million; U.S. share, 17% (Jan.-Sept. 1965). Total exports to Guyana, $19.7 million (1965).

MISSION MEMBER Stahl records local businessman's interests to bring back for attention of U.S. firms.

MISSION REPORT: PLASTICS, CHEMICALS

Industry is limited in Guyana but interest is shown in making packaging and other materials

As building expands, use of plastics and chemicals should grow; good market for paint, fiberglass sheets

By JOEL STAHL

Stahl Industries, Inc., Youngstown, Ohio

As industrialization in Guyana is still limited, little development has taken place in the plastics and chemical industries.

STAHL

One small molder of reinforced polyester plastics is in operation, using hand lay-up, room temperature methods. Principal products are bathroom sinks, used locally, and production is quite small. Attempts have been made to diversify into other products such as boats, and sheets, but little has developed.

There seems to be an opportunity for the manufacture of fiberglass reinforced plastic corrugated sheets using semi-automatic processes. A limited amount is imported and used in factory installations. Local manufacture might encourage additional applications. Resins are imported duty-free, but recently fiberglass has been reclassified and now is subject to an import duty. Most materials come from the United Kingdom.

A small blow-molding operation, recently installed, makes bottles for bleaches. Capacity of machine exceeds in-plant use, so there is some product available for sale.

Interest in packaging

Several people expressed interest in manufacturing packaging materials, including bottles—a promising prospect, as most packaging is imported; and with further industrialization, higher demands for such plastic products will be made. The food industry is a prime prospect.

Another avenue for growth of the plastics industry in Guyana should be in building. Cement is imported and durable woods are in short supply. There is no current metal corrugating operation. Climate demands are severe, and are aggravated by termites, rot and corrosion. Older buildings are made from wood and newer commercial and domestic construction is concrete. As there is no local cement plant such construction is expensive, but it is still preferred.

Market for paint

Because of the heavy preponderance of wooden structures, Guyana would appear to be a good market for paint; the better homes are kept up well. There are two paint blending operations. Any large increase in building or general improvement in income should accelerate the need for larger quantities, which could lead to the feasibility of local paint manufacture from intermediate raw materials. Such an operation should create the opportunity to manufacture polyester resins locally.

As demand increases from local plastic convertors there will be an increasing demand for resins such as polyethylene, polypropylene and polyvinyl chloride for film, sheet and various products made by extrusion, blow-molding and injection molding. Today the markets are limited, but they could be further developed.

Chemical manufacture in Guyana is confined to products such as soaps, bleaches and insecticides. With independence, there is much interest in a variety of small manufacturing operations using chemical raw materials. A number of new industries should be starting up to cater to a local market of 600,000 people, with the possibility for export into the Caribbean area.

Not well known

Until now practically all business contacts have been with the United Kingdom. There is a general lack of information concerning U.S. products, equipment and raw materials.

Ordinarily it might be difficult to wean companies away from established sources, but this is a very special circumstance. The change in national status provides a stimulus for businessmen to look at other suppliers, and the creation of new businesses will intensify this stimulus.

It would be wise for the U.S. business community to take a good look at this new market—a limited, but attractive opportunity. U.S. suppliers could get deeply entrenched during the transition period. There is a definite change in trading patterns, and an exceptionally receptive attitude for U.S. know-how which should encourage joint venture or licensing.

Surinam's widening commercial activities increase chances for U.S. suppliers, partners

Such opportunities are modest; however, potential is seen in development of products for export or in oil exploration

By JAMES H. SHOEMAKER

Since achieving autonomy in 1954, Surinam has shown a substantial year-to-year growth and has entered into business with a widening range of overseas areas. As its commercial activities abroad expand, U.S. businessmen will find gradually growing opportunities for trade, for licensing agreements, and for joint participation in productive enterprises.

Except for possible development of a product that is competitively exportable, or of major oil reserves as a result of current explorations, however, the opportunities will be modest ones.

Paramaribo is center

With an area roughly equivalent to that of Pennsylvania, Surinam produces bauxite, lumber, sugar, rice and citrus fruits—as well as a few manufactured products—to support a population of 350,000. A third of all residents are Creoles (predominantly of African origin) and nearly a third trace their ancestry to India.

Business in Surinam is concentrated in the north along the coastal area. Paramaribo and its surrounding communities alone represent over half of the local population.

This relatively small area is dependent for transportation on motor cars, trucks and small coastal vessels. Highways are reasonably good—including one which extends inland some 70 miles to the new Affobakka Brokopondo Dam, source of power for the Suralco alumina refinery and aluminium smelter at Paranam. There are some landing strips for small aircraft in the inland jungle areas. The rivers, however, used for bringing out bauxite and lumber as well as for passenger traffic, constitute the primary avenues of inland transportation.

The business background in Surinam is largely Dutch, despite the predominance of Creoles and East Indians. Surinam was Dutch Guiana, a colony, from 1816 to 1954 when it attained internal autonomy as one of the three participating powers in "The Kingdom of the Netherlands." Many long established firms, as well as the banks, are Dutch in origin. An extensive civil service operates within a complex framework of bureaus and regulations.

Surinam today is doing business with a widening range of foreign areas—a trend which is likely to accelerate, and one in which U.S. business can continue to play an increasing role.

Favoring the further development of U.S. business in Surinam is a prospective period of expansion. The growth factors that will support these advances are: The recent completion of the Affobakka Brokopondo Dam and other proposed hydroelectric developments, the resultant expansion of the export of bauxite and aluminum, the gradual expansion of small manufacturing enterprises, and a growing population with gradually rising incomes and standards of living.

One additional possibility deserves attention: Positive indications of oil deposits have been found and exploratory work is going forward. There is the usual undercurrent of excitement and interest in the possibility that a new major reserve may be in the making—at present, far from a certainty. If, however, these hopes should prove to be well founded, Surinam would soon experience a boom that would sharply increase the number and the magnitude of the opportunities for U.S. business.

As matters now stand, though good profit-making opportunities are available, they are for the most part modest ones. The total local market is less than that of a medium sized U.S. city.

On the other hand, Surinam (as a part of the Kingdom of the Netherlands) is an associate of the European Common Market, and thus offers some interesting possibilities for exporting items produced in Surinam under joint participation agreements. Regulations governing such exports are complex and would require careful study by any U.S. firm considering the approach to the Common Market.

Paramaribo can provide a variety of business services—including adequate transportation, telephone service, electric power, printing and advertising—but they are not quite up to the standards of the industrialized nations.

Market profile—Surinam

Government: Parliamentary democracy with an Executive Council of Ministers headed by a Minister President. One of the three autonomous and co-equal parts of the Kingdom of the Netherlands.

Area: 55,143 square miles.

Climate: Tropical with two rainy and two dry seasons. Annual rainfall in the capital is 88 inches.

Population: 330,000 consisting of Creoles, Hindustani, Indonesians, Bush Negroes, Amerindians, Europeans, Chinese, and Americans.

Financial situation: Gold and net foreign exchange reserves, $26 million (1964).

Gross national product: $125,725,000 (1964).

Per capita income: $360 (1964).

Exchange rate: 1 Surinam guilder (Sfl) = US$0.53.

Foreign trade: Imports, $81.3 million; U.S. share, 43.3%. Exports $47.4 million; U.S. share, 76.4% (1964). Total U.S. exports to Surinam, $35.8 million (1965).

Quality and maturity of produce limit potential for preserving Surinam's excess crop harvests

Best U.S. export opportunities seem to be in finished products, through import agencies; equipment sales are for future

By DONALD C. OSBORN

Surinam is a land of many racial mixtures and its food tastes run the gamut from native to oriental, from old-world European to new-world American.

A stroll through the farmers' market in the capital city of Paramaribo provides a panorama of the many fresh vegetables and fruits available for local consumption.

At first glance one would anticipate an opportunity to export U.S. food processing equipment to Surinam to preserve the excess production of these foods during the seasonal harvests, but this does not seem to be true. Quality and maturity factors, along with varietal problems, make it almost impossible to obtain the uniformity necessary for a good pack in cans.

Some joint ventures are possible, particularly with the tax advantages offered new industry, and also in view of the increased standard of living and desires of the people. Refrigerators are a good example, with emphasis on smaller household models, from 6- to 9-cubic-ft. capacity, and also commercial refrigeration equipment for retail grocery use.

An interesting possibility could be that of importing raw materials to Surinam for the further processing and packaging of food items. There is a need for a small plant to assemble cans to serve the requirements of what could become a large group of very small food manufacturers.

Patterns unchanged

Surinam food distribution is carried out by virtually hundreds of small groceries and food stores. Mass distribution through supermarket operations is some years away. The small grocery is a family operation, a neighborhood institution, an established way of life in food distribution. No changing patterns are apparent, other than an increasing standard of living and a rising interest in competitive U.S. products. The greatest opportunities for U.S. exports appear to be in finished products distributed through Surinam import and distribution agencies.

An obstacle to growing many crops—other than rice and sugar—is lack of irrigation water at times, and the equally serious problem of too much water and lack of adequate drainage in the rainy seasons. A small dam to be built in the lower Surinam River at Torarica is expected to open up more than a million acres of fertile land, should greatly increase the agriculture potential. If this development is accompanied by a drainage plan, there is no doubt that greatly increased production will result.

Rice is the most important crop and each year the entire production is sold, either for local consumption or for shipment into Caribbean and European markets. There is a trend toward more modern packaging in window containers or poly bags for the retail trade. At present, six rice mills are in operation.

Renovation studied

At one time many sugar plantations were in operation in Surinam, along the coastal belt and a few miles up the river basins. When slavery was abolished, the freed slaves left the plantations for the cities and the interior and there was no one to work the sugar cane lands. The elaborate poldering (by dikes, canals) of the lowlands deteriorated and most of the cane growing areas were abandoned.

The possibility of renovating the cane plantations has been studied and some renovation has taken place. This involves the expense of leaching the seawater-logged soil and replacing and rebuilding the poldering system. The Torarica dam will provide water for soil leaching and for subsequent irrigation when required. Such developments are subject to conditions in the world sugar market, but access to the European Common Market will be helpful.

At present, two sugar mills are in operation. Both are extremely old, but the larger one is in good condition.

Banana industry growing

The banana crop offers potential, although the fruit is not native to Surinam. Extensive plantings and successful research have resulted in an excellent growth. Production in 1967 is expected to reach 40,000 tons.

The largest and most uniform bananas will go into the fresh market, leaving the remainder as a source for banana puree —either hot or cold pack—which could be processed and stored (in the case of bulk cold pack) at the citrus concentrate plant which is closed.

Increased use of banana puree in baby

MISSION MEMBER Osborn discusses commercial refrigeration equipment with local prospective buyers.

food, bakery products and ice cream makes the value of this product an important part of the growing banana industry.

Tropical fruit is a food which should be made to order for processing, but which so far has failed to lend itself to such operations. Local fruits play a major part in feeding the people, but the existing distribution system has no quality standards which would allow canning during periods of peak harvest.

The mango, which could be expected to be one of the better canned products, is not usually available in the non-fibrous variety (which requires a fairly long dry period to thrive) and the juice from the available variety is not acceptable.

Papaya shows promise in various ways. For local consumption, some combination with citron or similar acid fruit would result in a preserve or jam of good quality and reasonable price for retail distribution to the average citizen.

Other tropical fruits, which can be packaged in the form of preserves and jellies, have demand and value in the local market and may even be exportable to the Caribbean area and to gourmet shops in the United States.

Poultry use expands

Poultry consumption is expanding rapidly, and local production shows signs of leading the growth parade of meat staples. Present broiler production is hampered only by some lack of technology and by the high cost of feed. Steps have been taken to add to feed production, some of which uses by-product from a flour mill.

There is room for more feed production, particularly in bulk, which would lower feed costs and consequently finished poultry costs. There is the possibility of selling higher production killing lines, including scalding and picking equipment.

Brightest on horizon

The shrimp industry may be the brightest star on the food horizon in Surinam. Frozen headless green shrimp production is growing and the plant facilities of S.A.I.L., the local producer in Paramaribo, are being expanded and improved. Some opportunities for equipment sales may result from this expansion.

The major possibilities for U.S. business with Surinam seem to lie in agencies: There is a growing interest in quality food items and U.S. brand names which are becoming more familiar through advertising. Equipment sales in food processing will come eventually, but they are not immediate opportunities.

NEW TIMBER AREAS HAVE BEEN OPENED UP through the construction road built for the Afobakka hydroelectric project, which was designed to supply an ALCOA subsidiary's aluminum plant at Paranam.

MISSION REPORT: FOREST PRODUCTS

Long-term lumber operations actively solicited in Surinam

Timber, milling businesses are mostly near Paramaribo, country's major seaport; forestry access roads planned

By ALBERT E. BRYSON

Timber is one of Surinam's major natural resources. About 92% of the total land area is estimated to be covered by tropical rain forests.

Long-term operations are actively solicited by those interested in Surinam's industrial development.

Although timber extraction has been practiced since the first settlements were established, it was not until 1945 that modern methods were employed.

Soon after World War II, the Bruynzeel Company added a modern plywood plant and chip board plant (dry process). Operating almost entirely on forest concessions granted by the Government, they produce a complete range of wood products, primarily from the specie Baboen (Virola). The supply of Baboen, somewhat limited, must be supplemented with logs from both Guyana and French Guiana.

The major stands of commercial forest are in the hill country or rain forest zone which forms a belt commencing about 60 to 75 miles inland, extending southward to the Brazilian border. These forests are virtually uninhabited, and lack roads. Extraction of timber has been limited to the areas adjacent to major rivers. The Forestry Department estimates that only 19% can be considered accessible at present.

Near Paramaribo

Any large operation is dependent upon port facilities to accommodate vessels of sufficient size to serve either Europe or the United States. This accounts for the present concentration of the timber and milling business in the vicinity of Paramaribo, the only major seaport.

As the major rivers flow almost directly south to north, future forestry access roads are planned to bisect the rivers. A major road is being constructed east of Paranam and extending Westward. The Western terminus is planned for the Guyana border.

Other access roads are incorporated

into plans for future hydroelectric projects. For the recent Affobakka hydro project, the construction road has opened previously inaccessible timber shores of the resulting 650-square-mile lake, providing access to a substantial volume of timber.

The forests that border the Affobakka storage lake are not available for either Government concession license or private exploitation; the stands have been reserved for the Bush Negroes in a manner somewhat similar to the arrangement of U.S. Indian forest lands. It is expected, however, that the Bush Negroes will utilize the lake as a means of transportation and eventually either practice timber extraction, or allow it to be done by others.

Promote variety

As some of denser stands of Baboen are found in swamp areas which preclude normal extraction methods, "ditching" has become widely adopted. By using dynamite to create a small canal, the logs are floated to a suitable loading site.

Forestry officials are particularly eager to help promote a wider specie usage. Those interested in obtaining log samples for test peeling or sawing should contact the Chief Forester, Forestry Service, Department of Agriculture, Paramaribo, Surinam. In addition to Baboen, several species show promise as veneer, some appear to be particularly suitable for corestock, and a much wider variety could be utilized for slicing.

Several species, classified from medium to heavy hardwoods, have been tested and proved suitable for flooring, sleepers, beams, boat construction and other uses where durability and strength are primary requirements.

Forest concessions and timber extraction licenses are granted by the Forestry Service. The maximum concession allowed by law is 50,000 hectares but larger concessions are available under special grant by the Government, upon recommendation of the Chief Forester. At present, 1,547,000 hectares are under cutting permits, concessions or reserves set aside by Bruynzeel. This represents only 10% of forested area available.

For forest concessions a charge of 2 cents a year per hectare is assessed, plus extraction royalties based on the commodity. For round logs, the fee is Sfl 0.75 (about $0.40) per log. Other fees may increase cost by Sfl 1.75 (about $0.93) per cubic foot.

Policies adopted regarding development of the forest are aimed at encouraging those interested in long-term operations such as the Bruynzeel complex.

Surinam as manufacturing site offers good future prospects

Country has power, raw materials, water transportation; could become center for Caribbean, Central and S. America

By JOEL STAHL

In the light of present markets and business activities in Surinam, the outlook for plastics and chemicals must be viewed as modest.

Actually, the future for plastics and chemicals is bright and exciting, providing it is considered from the standpoint of manufacturing within the country.

Growth small but steady

Today, the plastic industry is restricted to reinforced polyester hand lay-up molding to make boats, small marine equipment such as buoys, and housings used by utility firms. Chemical activities consist of the blending and mixing of insecticides, bleaches, detergents and household cleaners. Most chemicals and pharmaceuticals are imported. There will be small but steady growth in these areas.

As manufacturing achieves greater maturity, there should be a place for the making of various plastic packaging products. Establishment of a reinforced plastic building panel plant at some future time also should be feasible. Such activities will be gradually set up in the business scene by companies which see the demand and justification for local manufacture. Except for a few, these products cannot be seen as competing in the export market.

Think big

The real opportunities lie in thinking big rather than small; in export markets rather than local ones; in new products rather than those now being produced. The future for Surinam in plastics and chemicals is one of basic manufacture and export to the entire Caribbean, Central and South American areas.

Surinam is unique in this part of the world in having the combination of hydroelectric power, raw materials, water transportation, a high degree of education, and a stable government. It is the first nation in the world to have a wholly integrated aluminum industry from bauxite mining to smelting into aluminum ingots.

Plant needed

There is an immediate need for a caustic soda installation of 25,000-ton-per-year capacity, to supply local alumina refining. Should such a plant be established, it would produce by-product chlorine of about 20,000 tons per year, which could be used in the pulp and paper industry and for manufacture of polyvinyl chloride.

The latter product would require about 15,000 tons of ethylene per year, which could be provided if oil exploration results in establishment of a petroleum refinery. Such a complex would offer the building blocks for a host of products, such as fertilizers, plastics, fibers and detergents.

Bauxite deposits

The western section of the country is reputed to have the largest bauxite deposits in the world—estimated at 1 to 2 billion tons. There are other minerals, the most important of which is iron.

A study of the region has shown the feasibility of a major hydroelectric installation. This region could become a major aluminum center and hydroelectric-based industrial complex. Establishment of such industries will require large quantities of other chemicals, many of which could be made from local raw materials using local power sources.

It is entirely conceivable for Surinam to be a chemical center for the Caribbean, Central and South America—just as the Kanawha-Upper Ohio River valley is a chemical center for the United States. With Surinam's associate membership in the European Common Market, such a development could be a way for U.S. chemical companies to sell new and additional products in Western Europe.

GATEWAY TO A RECEPTIVE MARKET, Willemstad Harbor in Curacao has top business services and a commercial community decidedly friendly to the U.S.

MISSION REPORT: BUSINESS SCENE

Local conditions favor U.S. trade, joint ventures for manufacturing or service in Netherlands Antilles

Curacao, Aruba offer good basic facilities; tourism is growing rapidly; geographic location of Islands as transportation crossroads an asset in manufacturing for export

By JAMES H. SHOEMAKER

Although the Netherlands Antilles includes six islands, two of them—Curacao and Aruba—represent over nine-tenths of all of the business activity in the Antilles. These two semi-arid islands, with an area of only 247 square miles, support a population of 190,000.

There are the usual kinds of local service firms as well as a substantial volume of ship repair and servicing, a long established phosphate and lime mine, and a few miscellaneous manufactures. All of these are very modest in comparison with the two bedrock activities, the mainstays of the entire economy: oil refining and tourist trade. Tourism is the more rapidly growing of the two.

Because of the protection afforded to the islands by the United States armed forces during World War II, and because of the role of U.S. business in the economic development of the islands (notably Aruba), the people of the Netherlands Antilles are decidedly friendly to the United States. A U.S. businessman will find it easy to meet and deal with local firms in Curacao and Aruba.

Provide business services

Communication is no problem. The "language of the street" is called "Papiamento" (primarily Portuguese in origin, but with an intermixture of English, Spanish and Dutch). Although Dutch is the official language, Spanish and English are more frequently spoken. The school system is effective, and the literacy level is high. The local businessman who cannot talk business in English is rare, as trade with U.S. tourists is a substantial factor in the economy.

Curacao and Aruba provide the business services found in typical American communities of similar size—electric power, local telephone, overseas cable, and radio-telephone services; motor car and bus transportation; printing; advertising; and inter-island air service, as well as jet service to New York, Puerto Rico, Miami and South American cities. Both islands have well paved highways, and the per capita ownership of cars is high.

Rainfall is too light to provide an adequate water supply. Each island is de-

pendent on a Government-owned plant for converting sea water into fresh water. Thus, the Antilles water systems supply the purest public water available almost anywhere in the world. Water rates, however, are high.

Workers are readily available in the Netherlands Antilles. Because of the automation of refinery operations, unemployment is now at a high level—over 20% of the labor force. With in-service training (primarily in the refineries) and good local technical schools, semi-skilled and skilled workers may be readily found at wage rates that are low by U.S. standards, but high in comparison with nearby Central and South American countries.

Thus, because of a friendly attitude toward U.S. business, ease of communication in English, frequent transport services by both sea and air, adequate local business services and availability of trained workers, Curacao and Aruba provide a background favorable for the entry of U.S. business. What are the areas in which specific opportunities lie?

Tourism expands

As tourism is the most rapidly growing field, development of hotels and other visitor facilities is attracting attention on both islands. Joint ventures of some promise are available.

On Curacao, an interesting development is the creation of a good beach by a mining company on an inlet on its own property. Currently one of the most popular of the recreation beaches for local residents, it is available as a joint-venture for the development of a tourist resort. Other attractive but relatively small beaches also are available.

Aruba possesses a large and exceptionally fine beach extending for miles along its southwestern shore. One large, luxury hotel already is established there and a second is under construction. Smaller hotels also are seeking joint-venture capital for expansion.

Competition stiff

With the exception of petroleum products, practically everything that the islands require must be imported. As the Antilles is closely tied to Holland (as an autonomous part of the Kingdom of the Netherlands), U.S. products, particularly prepared foodstuffs, rank surprisingly high in local trade.

Trade with tourists, however, is a different matter. Here Dutch, German and Japanese items, as well as a wide range of other Far Eastern goods, offer stiff competition. U.S. products compose a smaller percentage of this trade.

Opportunities are available, however, for the sale of U.S. equipment to local manufacturing and service enterprises.

Manufacture for export

A change in perspective—from the internal economy of the islands to joint ventures in production for export—brings into focus some far larger and more complex potentials.

The Netherlands Antilles possesses a strategic position as a crossroad for both ocean and air transportation between the East Coast of North America, the Caribbean, and South America, and has direct service to Holland. As a member nation of the Kingdom of Netherlands, it has special advantages in relation to the European Common Market.

Chemicals, petrochemicals and plastics are possibilities that clearly deserve careful exploration. With two exceptionally large refineries, as well as some local minerals, most of the requirements for production are readily available. It is not surprising that some foreign concerns already are showing an interest in manufacture of these products for export.

Two possibilities, however, deserve consideration. In Surinam (politically associated, not only with the Antilles in the Kingdom of the Netherlands, but also with the Common Market) Suralco is processing bauxite into aluminum ingots, slabs and bars for export. There is thus a ready nearby source of aluminum shapes to be used for fabrication into products for export.

EXPLAINING HIS IMPORT NEEDS to Mission Member Shoemaker, the manager of this ready-made clothing plant is typical of small businessmen who provide much of the area's market for U.S. goods.

MISSION REPORT: LUMBER

Netherlands Antilles' demand for lumber expected to increase

Planned hotel expansion to provide continuing market for U.S. products

By ALBERT E. BRYSON

The islands of Curacao and Aruba show little prospect of developing the local wood-working business since there is no timber available. The lack of local wood products creates an opportunity for exports to this comparatively small market. Lumber products are used, and in view of the rapidly expanding tourist facilities, an increased demand can be expected.

Hotels now under construction consume a fair volume of Douglas Fir Plyform as well as substantial quantities of various lumber products. Planned hotels and facilities are expected to provide a continuing market for a wide variety of U.S. forest products. Specific items of interest are Douglas Fir plywood, interior paneling, moulding, doors, and sawn lumber of Douglas Fir, Redwood, and Southern Pine. Some pine is required to be treated.

Aruba has a wide expanse of sand beaches, and in addition to the tourist hotels, it is expected to attract a considerable colony of retirement homes, which add further promise to the demand for forest products.

The local furniture industry at present is incapable of supplying the various needs of commercial buildings now under

construction. The market for U.S. furniture appears promising.

The major heavy industry of the Antilles, excluding oil refineries, is Curacao's phosphate mine. This operation has been faced constantly with shipping problems, though modern loading facilities are offered at its deep-water dock. The bulk of the shipments goes to the U.S. Gulf and East Coasts and can be made in substantial tonnage at regular intervals. An opportunity for establishment of a barging service, perhaps combined with some type of container service that would substantially alleviate the Antilles' shipping problems exists.

Tourists spur business

Increasing tourist trade can be expected to cause a rapid rise in watersports, scuba diving and sports fishing. Prospects for this market appear excellent for products such as fiberglass boats, motors, and other watersports equipment.

While in the past the Antilles has provided the U.S. with a comparatively small but consistent export market, prospects of expanding the market appear excellent. Tourists are expected to provide an increasing amount of purchasing power and to create a demand for a variety of luxury goods. U.S. manufacturers and exporters will find it worthwhile to investigate market possibilities.

RAW MATERIALS FOR A PLASTICS INDUSTRY in Netherlands Antilles would be available from the two large oil refineries already operating there. This is the Standard Oil subsidiary's plant at Aruba.

MISSION REPORT: CHEMICALS

Plastic, chemical opportunities lie in Netherlands Antilles

Need for improved packaging methods might open market

By JOEL STAHL

For all practical purposes, there is no plastic molding or fabrication done in the Netherlands Antilles.

Curacao and Aruba are important shopping centers for merchandise demanding attractive, modern and lightweight packaging. The few cosmetic and toilet article plants here must import glass bottles, because plastics have not yet been introduced in the Netherlands Antilles.

In 1964, perfume, cosmetic and soap products worth about $3 million were imported into Curacao and Aruba. There are a few small cosmetic and soap blenders and a local source of plastic bottles could improve their operations. Studies are needed to establish the market potential; some joint venture opportunities could evolve because of this need for know-how.

Some plastic packaging opportunities might lie in the field of blown bottles, thermoformed package and blister packs. A dependable local source of plastic packaging could stimulate additional industry in cosmetics, conditioning and packaging of pharmaceuticals, and formulation of toilet preparations, polishes and cleaners.

Manufacturing possibilities

Further plastic manufacturing possibilities lie in the field of reinforced fiberglass polyester molding for building panels and boats; extrusion of rigid polyvinyl chloride into pipe; extrusion of polyethylene for film and vacuum-forming of rigid sheets and foams. Local paint manufacturers should consider making alkyd resins for paint and polyesters for plastics.

Should local consumption warrant it, the two large oil refineries in the area certainly have the capacity to provide raw materials for any plastic industry. These are good examples to interest U.S. manufacturers to investigate for joint-venture or license arrangements.

A large housing project is contemplated in Curacao. The latest developments using plastic materials in building could play an important part. Not only would this improve the long range plastic and petrochemical outlook in the Netherlands Antilles, but better and cheaper housing could be the result. All of these possibilities should first be investigated with proper marketing studies.

The chemical industry, which stands in the shadow of two of the world's largest oil refineries, is modest. The plants are modern and capable of producing a wide variety of feed stocks for many chemical industries. Raw materials now available include refinery gases, specialty napthas, distillates, sulfur, sulfuric acid and napthenic acids. These could go into the manufacture of petrochemicals, additives, aromatics, solvents, alcohols, polymers, agricultural chemicals and general chemicals.

In Aruba there is a large, modern chemical plant that makes ammonia and nitric acid, presently used to make fertilizers such as calcium ammonium nitrate and urea, which are shipped in bulk and bags to world markets. Deposits of phosphate and salt as well as chemically pure water from distillation plants, cheap fuel and power, and skilled labor are available. All these factors are important to heavy and long-term investment.

MISSION REPORT: FOODS

Suppliers in Netherlands Antilles want agencies for more groceries

Growth potential of tourist industry points to increased buying of quality U.S. foods; process-equipment sales seen

By DONALD C. OSBORN

The Antilles has a low rainfall and an arid rocky soil incapable of growing much food, either fruits or vegetables. Consequently, practically all foods consumed in Curacao and Aruba are imported.

A large percentage of these items come from the United States, and well-known and highly advertised brands enjoy great popularity. The Mission had many requests for agencies for additional products, most of them competitive with existing lines available in the grocery stores and other food outlets.

Food distribution is primarily carried out through a small number of large supermarket type stores, instead of hundreds of tiny grocery stores and markets. The excellent growth potential of the tourist industry and the demand it will generate for luxury foods points toward greater consumption and an increased flow of quality food items from the United States.

Cans available

In attempting to determine whether canning from raw materials shipped into Curacao or Aruba might be feasible, it was necessary to consider the availability of empty cans. A firm in Curacao presently receiving lithographed tin plate from Holland is manufacturing the cans in which the Shell Oil Co.'s lubricating oil is packed.

The firm not only makes the cans, but also fills and closes them on a contract basis for Shell. They include quarts, gallons and five gallons, in both standard and imperial sizes. The firm fabricates cans for a paint company—friction top standard cans of various sizes.

Upon discussing other cans, such as the cylindrical sanitary type and F-style pint, quart and gallon cans, the manager of the plant indicated he could furnish anything needed in this field, provided an economic quantity were involved. This is an adequate source of supply for limited quantities, and the capability of expansion is inherent.

Dairy products seem to be enjoying both interest and growth. Ice cream is popular, and the product is a fair grade of a vegetable-fat type, generally known as mellorine. Much can be done to improve quality, either by enriching the ingredient mix or improving the freezing technique or both. One ice cream manufacturer is about to order an automatic filler for handling his small cup output.

Milk consumption is expanding rapidly, not only in increased household use, but also through the school lunch program for which a reconstituted product with a dry-milk base is used. Additional equipment probably can be exported from U.S. machinery manufacturers in the fairly near future.

Increased tourist traffic on both Curacao and Aruba will add to milk requirements. Refrigerated delivery trucks also will be needed on a limited scale, mostly small units of panel-truck size.

There is considerable interest in the possibility of importing vegetable-base salad oils in bulk in order to package in glass, tin and/or plastic containers for the Caribbean market. Such a venture would also aim toward exporting to the European Common Market; but this goal does not look too promising as it appears that an EEC decision will rule that duty-exempted cooking oils must originate within member nations' territory.

Sesame seed studied

Some agricultural research, along with a study of fresh water conservation, is now in progress to determine the feasibility of growing sesame seed in Curacao. Planting just before the short rainy season might permit a favorable germination, and the sesame bush could perhaps maintain itself as it did many years ago in Curacao. No doubt the determining factor will be the condition of available water for irrigation, as saline conditions have killed much of the vegetation in some areas.

Importing bulk vegetable oil may prove to be practical just for the Caribbean market. If so, it would be possible to sell equipment such as filters, pumps, pasteurizers, fillers, cappers and the like. Should full production from original seed be possible, extraction and refining equipment will be needed as well. About 350,000 gallons of vegetable oil is consumed annually in the Netherlands Antilles, so this local consumption alone might justify a packaging project.

Aloe use broadens

Aloe Vera, the so-called true aloe of which there are several varieties, grows wild in Aruba. Even under extremely arid conditions, it appears to contain quantities of the gelatinous substance highly prized in the pharmaceutical trade.

A fairly new use of this healing substance is emerging in the cosmetics, particularly for facial creams. Although the aloe is a bit of vegetation used in ancient times, having been known in early Egyptian history, its commercial use is relatively new.

This product is attracting some attention, and possibly such equipment as pulpers, stainless steel kettles, blenders and fillers can eventually be sold in the Netherlands Antilles for packaging this item. Extracted gelatinous juice possibly could be packed in bulk and shipped to pharmaceutical firms in the United States and in Europe.

Another item indigenous to some of the Antilles is known as agave. This plant also will grow easily in arid and stony soil and its leaves, when properly decomposed, dried and combed, are manufactured through weaving and other methods into rope, cordage and high quality matting. The plant, of the same genus as the American aloe, could be of interest to those processing fiber products.

Mission members to talk with businessmen June 15

Members of the Industrial Development Mission to Guyana, Surinam and the Netherlands Antilles will hold consultations with businessmen during a day-long conference at the Garden City Hotel, Long Island, on June 15.

Sponsored by the Long Island Association for Commerce and Industry and the New York Field Office of the U.S. Department of Commerce, the conference will open at 10 o'clock with reports by the Mission members, followed by a general discussion. After lunch, the members will hold consultations with individuals interested in doing business in any of the countries visited by the Mission.

Importers, agents in all three countries ask for U.S. goods

Individual Mission members have submitted reports on their interviews with local businessmen.

Summaries of offers developed during these interviews from firms for which no current World Trade Directory report is available are listed below. U.S. companies interested in any of these proposals should communicate directly with the local firms at the addresses given.

WTD reports will be prepared upon request. **Write:** Commercial Intelligence Division, BIC-916, Department of Commerce, or any of the Department's Field Offices. Price, $2 each after July 1. Please refer to this Trade Mission and give the appropriate IR number which follows each summary.

WTD reports, prepared on individual firms by U.S. Foreign Service posts abroad, provide such information as type of organization, sales territory, size of business, sales volume, trade and financial reputation.

Opportunities from firms on which a current WTD report is already on file are listed in the Trade Opportunities section of this issue of INTERNATIONAL COMMERCE, pages 52-56. Investment opportunities brought back by the Mission are presented on pages 46-50.

Confectionery

Importer seeks supplier of candies and chocolate confectionery. Especially interested in novelty bubble gum with pictures of entertainers and sports stars. Harry Tijn Trading Co., Maagdenstraat 35, Paramaribo, Surinam. **IR-37.**

Construction machinery

Well established firm seeks agency for tractors, fork lifts, bulldozers, loaders and other construction and maintenance equipment. Antilliaans Constructie Bedrijf, Luitenantsweg, Suffisant, Curacao, Netherlands Antilles. **IR-20.**

Household furniture

Importer seeks agency representation for manufacturer of household metal furniture. Especially interested in dining room furniture with plasticized seat covers and formica table tops. Industrie & Handelmij. Kooyman N.V., Architectenweg 44-48, Willemstad, Curacao, Netherlands Antilles. **IR-18.**

Metalworking machinery

Manufacturer seeks metal venetian blind machinery (small scale); and equipment to manufacture light metal furniture such as chairs and tables. Randoe Surinam Ltd., P.O. Box 1815, Paramaribo, Surinam. **IR-22.**

Miscellaneous manufacturing industries

Importer seeks agency representation for manufacturer of household brooms and brushes. Industrie & Handelmij. Kooyman N.V., Architectenweg 44-48, Willemstad, Curacao, Netherlands Antilles. **IR-19.**

Paper, allied products

Importer seeks agency representation for manufacturer of paper towels, paper napkins and toilet paper. Industrie & Handelmij. Kooyman, N.V., Architectenweg 44-48, Willemstad, Curacao, Netherlands Antilles. **IR-16.**

Plumbing fixtures

Importer seeks agency representation for manufacturer of household plumbing fixtures such as wash basins, toilets and sanitary sets. Industrie & Handelmij. Kooyman N.V., Architectenweg 44-48, Willemstad, Curacao, Netherlands Antilles. **IR-17.**

Preserved foods

Importer seeks supplier of fish products packed in oil or tomato sauce—especially sardines (Maine and California), salmon and abalone. Also complete line of foodstuffs, vegetables, fruits and nuts. Harry Tijn Trading Co., Maagdenstraat 25, Paramaribo, Surinam. **IR-37.**

Ship and boatbuilding

Well established firm seeks agency for small fishing and pleasure craft. Antilliaanse Constructie Bedrijf, Luitenantsweg, Suffisant, Curacao, Netherlands Antilles. **IR-21.**

Special industry machinery

Manufacturer wants portable diesel powered circular headrig and electrical driven long and cant gangmill, both suitable for cutting hardwood lumber. "Inge" Houthandel, Laat en Dadelstraat 5, Paramaribo, Surinam. **IR-19.**

Quarry operator seeks equipment to produce terrazzo floor tile using native granite fines. N.V. Aannemingsmaatschappij "Sohansingh", Koningstraat 70, Paramaribo, Surinam. **IR-32.**

Printer needs automatic silk screen printing machine and supplies for printing on glass bottles and textiles. B's Printing Service, 79 David St., Kitty Village, East Coast Demerara, Guyana. **IR-2.**

Shoe manufacturing equipment, including a shoe finisher, stitcher, sewer, last tools. Coleridge Shoe & Leather Store, 14 High & Drysdale Sts., Georgetown, Guyana. **IR-30.**

Textiles

Commission agent wants cotton piece goods and polyester textiles in prints and woven, 25 cents a yard and up. Also cotton drills, 30 cents a yard and up. Hull, Jones & Co., Ltd., 7 Longden & Commerce Sts., Georgetown, Guyana. **IR-34.**

Importer seeks rayon piece goods; also novelty fabrics such as taffeta, 39" and 45", and metallic peau de soie. Eclipse Agencies, 9 Longden St., P.O. Box 853, Georgetown, Guyana. **IR-16.**

Wood products

Manufacturer seeks Redwood and Southern Pine lumber for manufacturing coffins. El Tributo, Pietermaaiweg 8, Willemstad, Curacao, Netherlands Antilles. **IR-22.**

Market profile—Netherlands Antilles

Government: Parliamentary democracy. One of the three autonomous co-equal parts of the Kingdom of the Netherlands. Foreign affairs and matters of defense are handled by the Kingdom Government in which all three partners are represented.

Area: The Netherlands Antilles consist of six islands—Curacao, Aruba, Bonaire, Saba, St. Eustatius, St. Maarten—totaling 391 square miles.

Population: 207,000. Curacao, 134,000; Aruba, 60,000; Bonaire, 7,000; Saba, 1,000; St. Eustatius, 1,000; St. Maarten, 4,000.

Climate: Tropical, tempered by constant trade winds, with an annual rainfall in Curacao, Aruba, and Bonaire of about 20 inches and in the other three islands, 44 inches.

Per capita income: About US$1,000 (1964).

Exchange rate: 1 Antillian guilder (NAf) = US$0.53.

Foreign trade: Imports, $647 million; U.S. share, 11%. Exports, $629 million (1964). U.S. exports to the Netherlands Antilles, $74.9 million (1965).

GATES RUBBER'S Vice President for International Operations H. B. Duke, Jr., smilingly accepts his firm's award from Under Secretary of Commerce LeRoy Collins (l.) and Colorado Senator Gordon Allott.

Portland-to-Portland was range for Trade Week 'E' awards

Varied recipients include a non-exporting service organization; State of Maine Trade Council wins honor for floating trade fair

World Trade Week was a busy time for "E" Awards, as firms from Portland, Maine, to Portland, Oregon, received the Presidential citation for excellence in exporting.

Recipients ranged from exporters of highly technical electronics products to shippers of the most basic types of farm products, and included one organization which has never made a commercial export. The American Hotel and Motel Association won its award for making foreign tourists' visits to the U.S. more enjoyable.

The American Hotel and Motel Association, through its People-to-People Committee, has centralized industry efforts and activities in a program of education to insure that foreign visitors are well cared for. The Association has promoted tourism to the United States by undertaking trade missions, dramatizing travel to and in the U.S., and by extensively publicizing tourist information for foreign visitors to this country.

After formation of United States Travel Service, it became apparent that the lodging industry of the United States could render valuable aid in bringing money back to the U.S.—but most efforts were on a hit-and-miss basis until the American Hotel and Motel Association formed its People-to-People Committee which rapidly centralized industry efforts, and coordinated its activities with those of similarly interested groups, including the United States Government.

The association has published in six languages and distributed more than 500,000 copies of a booklet which tells visitors about hotel and motel customs, time and temperature in different areas, currency of the U.S., services available, "do's and don't", and similar information. This booklet is used by the United States Travel Service, international carriers, overseas travel agents, and foreign governments—and is so popular that it has to be constantly reprinted and updated.

The lodging industry group has also prepared and distributed a comprehensive booklet, "Serving the International Visitor," which tells hotel and motel operators how to serve foreign visitors. Included are sections on food, customs, languages, currency, religion and any other items that insure that the industry accept the responsibility for making these guests happy while they stay in the U.S.

Language chart

The association further developed a chart containing some 30 foreign languages. Whether the language is in Cyrillic or ideographic symbols, chances are that it is represented on the chart. Upon receiving it, the hotel or motel manager surveys his own staff to see who speaks what foreign tongues. If unable to find one person for each of those languages listed, he searches the community to find persons willing to help. When a guest arrives who cannot speak English, he is shown the chart, points to his native tongue, and an interpreter is soon on hand to help him.

The Association's First Vice President, William J. Burns of the Pick Hotel Chain, received the award from Under Secretary of Commerce LeRoy Collins in Washington on May 26.

Creative planning by management, aggressive international sales campaigns and extensive advertising and promotion in foreign languages enabled the Gates Rubber Company of Denver to substantially increase exports of American-made rubber products. The company's introduction of unique marketing and merchandising methods abroad has led to rapidly expanding international sales in the face of increasing world competition.

Despite vigorous competition by U.S., European and Japanese manufacturers, Gates has steadily expanded export sales by a carefully integrated marketing and promotion program. Growth in the im-

portant Canadian, Mexican and European markets was assured by the establishment of highly successful marketing operations in those areas.

A sample of Gates unique marketing and merchandising methods is its "market extension" program, which employs concentrated manpower and merchandising techniques to achieve rapid sales expansion for automotive and industrial distributors.

To assist distributors, Gates district managers and sales representatives provide direct counsel. They also assist in training salesmen, conduct educational meetings and make sales calls on important customers with the distributor's salesmen.

Strong advertising and promotional support is provided, including electric signs for distributor identification, demonstration samples, sales kits, merchandising displays, trade journal advertising as well as business building direct-mail promotion. These aids are offered without cost—but on a basis proportional to sales.

The company's planned marketing approach pays dividends in the selection and establishment of new distributors. It also benefits distributors by increasing the effectiveness of their salesmen's contacts, and by pre-selling important customers through planned advertising and promotion. Finally, it benefits users by informing them of Gates specialized products and by helping them select the right item to do the job at lowest cost.

H. B. Duke, Jr., Gates Vice-President for International Operations, also received his company's award at the May 26 ceremony in Under Secretary LeRoy Collins' Commerce Dept. office.

Electronics exporter

Ad. Auriema, Inc., a combination export management firm specializing in electronic, refrigeration and industrial equipment, received its "E" for significantly expanding the export sales of numerous manufacturing principals in these key American industries. The company has demonstrated promotional aggressiveness and ingenuity in its marketing activities, emphasizing factory training and sales seminars for its foreign representatives, an effective direct-mail program and active participation in international commercial exhibits and mobile trade fairs.

From 1921 through 1964, the company has been responsible for over $100 million in export sales for U.S. manufacturers. Each of seven product groups has its own sales manager who works with the Auriema-staffed sales companies in the heavily industrial markets abroad, and through frequent travel, supervises the network of representatives and distributors in the developing markets. The company handles its own financing, buying from the manufacturer and handles all the details of export packing, shipping and extension of credit abroad.

AD. AURIEMA DISPLAY AT NEW DELHI FAIR attracts interest of electronics-minded young Indians.

Ad. Auriema, Inc., has organized unique sales seminars in Europe for its manufacturers and for Europe-based Auriema sales personnel. This special program calls for a representative from the factory to travel to Europe to conduct a sales seminar, usually in Brussels, for sales engineers from the Auriema group of companies. After the factory man holds the three- or four-day seminar, he will accompany the sales engineers on calls to important European customers. Each trip is a minimum of fifteen working days. Ideally, the target is six or seven missions per year.

The firm also believes in factory training for its own sales staff abroad and for its representatives and distributors. In 1964, members of the New York staff arranged over 200 factory visitors for overseas personnel and customers.

The company has carried the concept of on-the-spot factory training a step further. In 1953 and 1957, it organized U.S. "Observatour" trips for its representatives and distributors who were brought to the U.S. at the firm's own expense. On the 1957 "Observatour", electronic engineers and technicians from Argentine, Belgium, Colombia, the United Kingdom, Mexico and Spain visited 23 manufacturing plants in 19 major U.S. cities. Another "Observatour" trip is planned for 1967.

The company is a consistent, enthusiastic sponsor and participant of trade fairs and exhibitions in U.S. Trade Centers. These exhibitions have not only generated new business, but have helped the company to organize distributor sales meetings.

Extensive and frequent product mailings are made to a master list of over 25,000 customers and prospects in 104 countries. The master list, constantly updated by all Auriema sales offices abroad, is divided into 35 categories in the electronic, industrial and refrigeration fields. Six mailings a month are made to representatives and distributors for each major product line group. Eight mailings per month also go to selected groups of customers abroad.

Heart of the Auriema direct-mail program is Auri-News, the firm's external house organ, published 24 times a year in English, French, German and Spanish. The edition in English has a circulation of 9,500, in Spanish 2,500, in French 6,000, in German 2,000. The format is either 8 or 12 pages, featuring new products and applications from manufacturers represented by Ad. Auriema.

In countries where it has been impossible to export because of import or ex-

THE 'STATE OF MAINE' training ship displays the state's products in the Caribbean, Mediterranean and South American areas during summer cruises.

change restrictions, the company embarked on a program of licensing for certain manufacturers. Thirteen separate license agreements have been worked out for manufacturers since 1955.

Company President Robert C. Auriema accepted the award from New York Field Office Director Arthur C. Rutzen at a Plaza Hotel luncheon May 25.

Pacific Supply Cooperative serves 117 local cooperatives in Oregon, Washington, Idaho, Montana, Wyoming, Utah and Northern California.

The Cooperative's Marketing Department represents an estimated 50,000 agricultural producers in domestic and foreign sales of a broad spectrum of agricultural commodities. For the past three and a half years, special emphasis has been directed to selling efforts abroad to open up new markets for the harvests of Northwest producers.

As each foreign market is different, various marketing methods had to be evaluated by the Cooperative. Personal visits abroad, consultation with trade mission members and continuing contacts with international banking departments and shippers were basic tools in reaching final decisions as to the method of distribution best suited for a particular market area.

In almost every commodity area, Pacific Supply Cooperative must sell against foreign competition. They have been extremely successful in meeting the challenge of Burmese, Australian, Red Chinese and Korean producers, and have achieved substantial market penetration on a demonstration of product superiority rather than on the basis of lower prices.

The Pacific Supply Cooperative is not only aggressively seeking sales abroad but is expanding its activities to seek out new opportunities for Northwest farm owners in the form of new crops with export potential. Members of the Cooperative staff are active participants in the Columbia Basin World Trade Conference Committee, the Portland Chamber of Commerce World Trade Committee, and the Western International Trade Group.

The Cooperative's General Manager, Foye M. Troute, accepted the award from Dr. Joseph G. Knapp, Administrator of the Agriculture Dept.'s Farmer Cooperative Service, at a May 24 luncheon in Portland's Benson Hotel.

Varied services

The Maine World Trade Council has sponsored a variety of services designed to promote overseas trade, which have proved helpful to new and established exporters of Maine products:

World Trade Conferences—The Maine Port Authority organized and sponsored the first Maine World Trade Conference in 1962, and similar conferences have been held each year since.

Maine Products Show Afloat—The Maine Maritime Academy Training Ship "State of Maine" travels in the Caribbean and South American waters and also in the Mediterranean during training cruises. The Maine World Trade Council has encouraged Maine food processors and manufacturers to exhibit their products aboard this ship to develop foreign sales through what is called a "Maine Product Show Afloat".

Speakers Bureau—The Council established a Speakers Bureau, made up of its members, to speak before business and civic organizations throughout the State.

Maine Buyers Guide—The Council mailed copies of the Maine Buyers Guide to 60 United States embassies in all parts of the world.

Import/Export Directory—The Council has made up a Directory of firms in the State of Maine participating in world trade.

The Council also has published a translation directory, sponsored courses in overseas selling and initiated a program to organize World Trade Clubs in the state's principal colleges. In an effort to place additional emphasis on world trade, the Council has instituted an annual award to be presented to a person, firm or association in the State, who has played an outstanding role in export expansion.

Edward Langlois, the Council's Secretary-Treasurer, accepted the award at a May 24 luncheon in Valle's Steak House in Portland.

Active in the export field for more than 40 years, Bell & Howell has put ever increasing emphasis on overseas sales. The firm distributes its products, consisting of photographic equipment, audio visual aids and office machines, in more than 100 countries throughout the free world.

In the late 1950's, Bell & Howell realized the increased opportunities afforded through overseas marketing. In 1960 the firm restructured its entire international activity, instituting a president of the International Division (now known as the International Group) on an equal standing with three prime product groups of the corporation, and with the appropriate organization to support sustained worldwide growth.

Close ties

Much of Bell & Howell's export success is due to close relationships with its overseas distributors. Company sales representatives visit them regularly, and there is almost always at least one member of the U.S. staff on the road.

The firm cooperates with its distributors' advertising and promotion efforts, maintaining a cooperative advertising arrangement based on a percentage of annual sales promotion outlays by some of its larger distributors.

Sales literature is printed in Spanish, German and French for most of its equipment, and extended credit is granted whenever needed to remain competitive in a given foreign market.

In 1963 the firm established its own Photo Products Division in London to handle sales in European and associated areas. To reach the Japanese market, the firm built a production facility in Japan, which meant the shipment of parts, components and materials from the U.S. for use in the plant.

Switzerland is another area where Bell & Howell has won a good share of the photographic equipment market although a major worldwide competitor is one of the notable local manufacturers.

Peter G. Peterson, Bell & Howell's president, accepted the award at a May 26 ceremony in the company's Chicago offices.

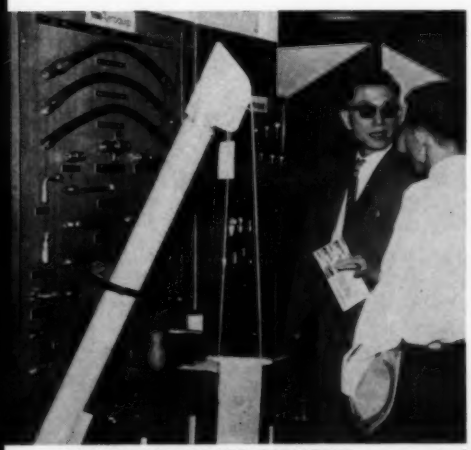
GUESTS SIGN IN at the opening reception for the Garage and Service Station Equipment show at the Bangkok Trade Center. Representatives of 53 U.S. manufacturers showed the latest in American items.

Bangkok buyers see garage equipment

Favorable comments from managers and officials of many southeast Asian companies were indicative of reaction to the Bangkok Trade Center show of garage and service station equipment, May 18-31. "The Trade Center should be congratulated for this excellent show with such diversity of products," declared Keder Bryan, of Brownell Lane.

Twenty-five U.S. firms exhibited products at the show, representing 53 U.S. manufacturers, 26 of whom were new to the market. After one week, 660 visitors, including 287 in the trade, had attended.

BUYERS, SALESMEN, AND PROSPECTIVE AGENTS gathered to meet with each other and with the manager of the Trade Center at the opening reception (above). Frame and body straightening equipment was demonstrated with an old Jeep wreck (below) and a training film on body work technique.



INQUISITIVE GARAGE OPERATORS are apprised of the qualities of several types of high pressure assemblies made in U.S. by the Aeroquip Corp.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

METZ SPRING FAIR, April 7-17. 1,021 exhibitors including 233 foreign exhibitors from 23 countries, in consumer goods, wine and food, up 26%. 16 AMERICAN EXHIBITORS. Attendance (trade and public) 337,598, up 24%. No sales figures. Antique dealers very successful. Boat dealers pleased with sales of highest and lowest priced boats, noted hardly any sales in between. Exhibitors generally satisfied. Next fair in the Fall.

PARIS MACHINE TOOLS AND FACTORY EQUIPMENT AND WOODWORKING MACHINERY, April 15-24. 2020 exhibitors from 20 countries. 37 AMERICAN EXHIBITORS. Attendance 120,000, slightly down from '64. No sales estimates. Next Machine Tools Fair, 1968. Next Woodworking Machinery Fair, in Lyon, Spring, 1967.

LONDON SHOP SHOW AND MEAT INDUSTRY EXHIBITION, April 18-21. 83 exhibitors in the Shopshow, in display fixtures, maintenance equipment, cooking apparatus, packaging and labeling machinery and general hardware and fittings. 66 exhibitors in the Meat Industry Exhibition, in butcher's equipment, ice machines and equipment used in the display and sale of meat. Joint attendance (trade only), 14,400, from several countries. No sales estimates. Shows definitely recommended for American firms seeking exposure to the trade. Next joint show, April 22-25, 1968.

ZURICH BUTCHERS FAIR, May 2-9. 180 exhibitors from 16 countries in all equipment and materials related to the industry and trade, including finished meat products. SOME AMERICAN EXHIBITORS. No attendance figures. No sales estimates.

AMERICAN CONSUMER PRODUCTS monopolized the display windows of five stores of the Spanish Galerias Preciados department store chain during recent "Norteamerica en Galerias" U.S. promotion.

America Weeks displays promote sales at Spain's largest department store chain

Housewares, men's apparel popular with Galerias Preciados customers at five stores in Madrid, Barcelona, Bilbao and Sevilla

Merchandise with a retail value approaching $1 million was purchased in the U.S. by Spain's largest department store chain for its America Weeks promotion, March 18-April 9. Entitled "Norteamerica en Galerias," the sales campaign took place at five stores of Galerias Preciados.

Two stores in Madrid and one each in Barcelona, Bilbao, and Sevilla took part in the sale of products of some 75 U.S. manufacturers. The management of the stores considered the program the most successful to date of all promotions for the sale of foreign products.

Advertising extensive

A major reception at the main store in Madrid saw Galerias Preciados president Don Jose Fernandez Rodriguez and U.S. Ambassador to Spain Angier Biddle Duke among 200 guests in attendance. Coverage of the event by two radio stations augmented an extensive advance publicity campaign which included newspaper advertisements, radio announcements, special invitations, billboards, loudspeaker announcements in the stores, special gift wrapping, flyers distributed at entrances, and window displays around the stores.

Products which met with wide acceptance and sold rapidly were kitchenware, bathroom accessories, linen, crystal, men's apparel (particularly dress and sports shirts), and certain cosmetic items. Also popular were the many food products, mostly canned goods, and modern lighting fixtures.

A chief buyer for the Spanish chain indicated that the success of the America Weeks promotion would undoubtedly result in an increase in the store's purchases of U.S. products.

London hi-fi show closes on successful sales note

The basic high cost of U.S. high fidelity audio equipment proved little barrier to penetration of the British market as 20 exhibitors representing 33 U.S. firms at the London Trade Center exhibition of American hi-fi equipment logged orders of $75,000 during the show. Twelve-month sales projections were a healthy $1.5 million.

Officials of companies showing products at the exhibition called this first show of its kind at the London Trade Center a definite success, and recommended repeating the show.

Hong Kong's broadening industrial base requires more sophisticated imports—U.S. goods well regarded

Last year's banking scare weeded out some marginal operations; tiny Colony is fourth largest market for U.S. goods in Asia

By WALTER W. SOHL
Commercial Officer
U.S. Consulate General, Hong Kong

The continuing industrial expansion and diversification and an ever-quickening export tempo reflect the soundness of Hong Kong's economy. Businessmen and industrialists are expressing renewed confidence as conditions show steady improvement.

The few cross currents created by the bank and realty crisis of 1965 are fading into the background. The only perceptible residual effects are continuing close scrutiny of loans, somewhat tighter credit and a rather sluggish real estate market, especially among luxury apartments.

The crisis brought several not too undesirable results, as a number of marginal producers were shaken out, overspeculative realtors fell by the wayside and new banking regulations went into effect.

The electronics industry perhaps best typifies the current industrial development. Accelerated growth throughout a fairly wide range of products has reached phenomenal proportions. Small transistor radio production has begun to ease, but the assembly of larger units as well as television sets and the local manufacture of components more than compensates for this decline.

Textile production and pleasure boat building are continuing at a fast clip.

While the construction of high-cost multi-story apartments has slowed, and increasing vacancies have been reported in some multi-story industrial buildings, construction of commercial, industrial, and low to medium-cost housing continues at a pace which almost equals that of the record year 1964.

Hong Kong's two-way trade should, with re-exports, easily surpass the $3 billion mark this year. While the United States will undoubtedly continue as the leading customer and Mainland China as the principal supplier of Hong Kong goods, it will be an exceptional year indeed if the spectacular advances of 1965 are surpassed. Low-priced Mainland nondurable consumer goods have made substantial inroads into the market through the China Product Stores.

Although concentrated promotional efforts by the Japanese, British and other major suppliers have resulted in increased sales, stronger efforts by U.S. private industry and Government are beginning to pay off.

Export drive reinforced

The Colony is reinforcing its drive to sell abroad by expanding its overseas promotional offices. Hong Kong's products are becoming increasingly popular and its image enhanced through goods being displayed in leading U.S. department stores.

Hong Kong's re-exports are growing at about the same rate as exports. There is an increasing interest among foreign firms, especially American, in stockpiling, processing and assembling for Far Eastern markets.

Of all Asian markets only Japan, India and the Philippines purchase more U.S. products than Hong Kong. The rate of U.S. export expansion to the Colony slowed during most of 1965 due to the dock strikes at home and the bank crisis in Hong Kong. It is now reviving, encouraged by the official U.S. Trade Mission, numerous state and city missions, and other on-the-spot Government and private promotion efforts.

LIKE GIANT CONCRETE SHOOTS, Hong Kong harbor's new buildings rise out of the hillside, nourished by the Colony's increasing trade activities.

IN SHIPSHAPE CONDITION, Hong Kong's new ocean terminal is able to serve large and small liners.

The rapid growth of the Hong Kong electronic industry has produced a phenomenal export performance by U.S. electric machine and television parts.

The U.S. supplies 95% of this $12 million market, with exports of both categories running at a rate over five times what they were in 1964. While a substantial majority of such units or components are destined for the U.S. market, local industry is consuming an increasing percentage of the output.

Other U.S. products cornering an increasing share of Hong Kong's market include pharmaceuticals, antibiotics and vitamins, air conditioners and refrigerators, unset diamonds, ceramic bathroom equipment, aircraft parts, some food products (such as milk based infants and invalids food, certain fruits, abalone, and animal feeds), unvulcanized rubber, cigarettes, and parts for construction and mining machinery.

Losses for U.S.

The generally favorable U.S. export picture did not carry over into bulk agricultural commodities. Polyethylene molding and extrusion compound shipments from the U.S. showed a loss of over $5 million, with direct U.S. exports to Hong Kong down from a 48% to a 35% share.

Other marked losses for U.S. products, although our share of each remains at over 50%, were oranges to South Africa, soy beans to Taiwan and Japan, ginseng to Japan and poultry to Denmark. The only significant U.S. loss in share of market to Mainland China was in fountain and ballpoint pens. While the U.S. gained, the Mainland also managed to garner a more substantial share of improving markets for apples, grapes, fruit nuts, and sugar confectionery.

Hong Kong's export trade with the U.S. shows continued improvement in such major items as textiles and rattan articles. The most striking increase, however, is in electronic components, due to the activities of American subsidiaries. Just as the import sector is becoming more diversified, an increasing number of new export products are appearing on the scene, especially in the electrical machinery and small metal manufactures categories.

Foreign firms attracted

Business interest on the part of overseas firms continues on the upswing. There is a noticeable increase in activity on the part of American firms. Over 400 now have local branch offices and nearly 100 maintain regional establishments.

While U.S. companies are intensifying their efforts to compete, even stronger participation by American business interests is required if we are to catch up with our main competitors in their respective specialty lines.

Hong Kong is without peer as a free trading center. With negligible excise barriers, free convertibility and excellent banking facilities, the volume of trade and product mix are showing steady improvement.

Despite the strong competition to supply the seemingly insatiable local demand, there are increasing opportunities for U.S. product lines. The personalized approach increasingly being employed by American business is beginning to pay dividends in terms of sales, either in or through this amazing market.

It is generally conceded that no other national products are quite so prestigious, with an excellent reputation for quality and durability. To make the most of our opportunities in Hong Kong, which range through an unusually broad spectrum of products, U.S. suppliers should now concentrate on the often neglected stockpiling of both parts and finished goods and on improving customer service facilities.

Recent market surveys revealed that top priority items for profitable promotion efforts in Hong Kong are office machinery and supplies, light metalworking machinery, testing and quality control equipment, machine tools, and packaging and material handling equipment. Building materials and accessories; heavy industrial machinery for textile, garment, metal, canning and bottling industries; leisure time products for recreation and entertainment; household appliances; clothing and footwear; and cosmetic and toilet preparations also offer golden opportunities.

The U.S. is now supplying approximately one-third of all visitors. The Tourist Bureau estimates 1 million visitors annually, spending about $400 million by the end of 1967.

Product image helped

Hong Kong is drawing plans for a convention hall and may establish a better business bureau as part of the effort to improve the local product image. Opportunities for sales of U.S. products on the Hong Kong tourist market are still not being exploited sufficiently.

The employment rate remains high, and there is increasing competition for semi-skilled laborers. While wages also are rising gradually, improved productivity is more than compensating.

The U.S. Department of Commerce will sponsor a Light Industrial Machinery Exhibition at the City Hall from October 31-November 11, with participation by 35 selected U.S. firms.

Three categories of equipment will be displayed, all emphasizing productivity.

Specific items which the U.S. will attempt to promote through the Exhibition include: welding and soldering equipment, power hand tools, stamping and foaming machinery, hydraulic copy milling machinery, die casting machines, wire forming machines, plastic extruders, electroplating and spray painting equipment, equipment for bagging, sealing, and blister packaging, and testing and quality control equipment.

Dominican businessmen mark time until new Government takes office

U.S. assistance has kept economy afloat following civil strife; worsening trade gap may lead to additional import taxes

The predominant first quarter attitude of the Dominican economic community, both private and government, was one of wait-and-see, as attention was diverted by political crises and preparations for the June 1 national elections. Nevertheless, many aspects of the economy reflected progress.

Caution probably will prevail until the government elected in June takes office in July, since the policies of the new administration will have a big influence on the subsequent movement of the economy.

Both imports and exports were lower than the same quarter of 1965, and the gap between them was greater. First quarter 1966 imports were valued at $33.6 million ($36.1 million in 1965) and exports at $26.2 million ($31.5 million in 1965), creating a balance-of-trade deficit of $7.4 million ($4.6 million in 1965). This trade imbalance was reflected in a decline of $13.1 million in gross foreign exchange reserves during the quarter.

Import trend

Although imports were lower than last year, a rising trend was indicated. The Central Bank, which has become increasingly concerned about the situation, is believed to be considering additional import taxes to slow the rate of imports.

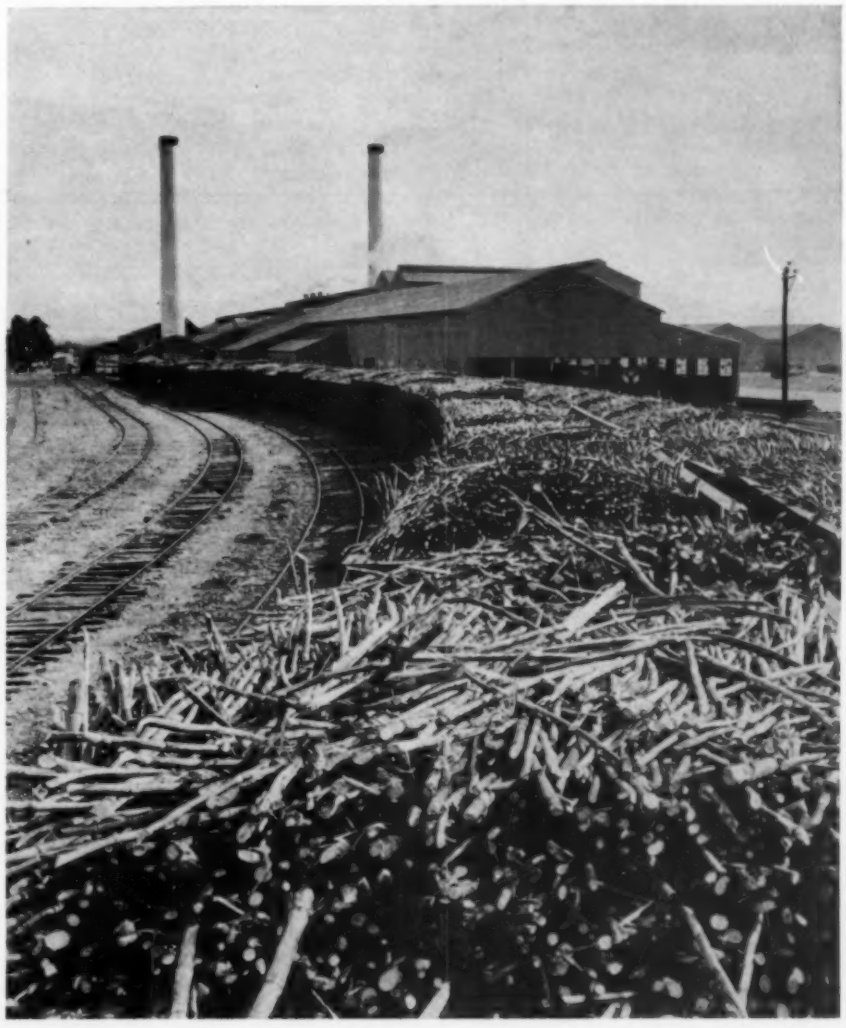
The 1965 decline of $5.3 million in export earnings was largely accounted for by a $10 million decline in coffee earnings in the first quarter; but reached only $5.8 million in first quarter 1966. The difference is mostly attributable to the Dominican Republic's adherence to the coffee quota assigned by the International Coffee Organization.

Despite the absence of any sales to the world market, income from sugar exports was slightly larger than the first quarter of 1965 because the Dominican Republic was able to ship larger amounts to the relatively high-priced U.S. market. A decreased volume of cacao shipments in 1966, reflecting lower production this year, meant earnings were less but rising prices on the world market cushioned the decline. The slight decline in tobacco earnings was expected to be reversed later in the year, as a larger and better quality 1966 crop is predicted.

The uncertain political situation and frequent labor strikes and threats of strikes produced a generally cautious outlook in the business community. This feeling was mainly evident in the field of commerce, because investment in industry, social projects and housing showed considerable vigor, promoted directly and indirectly by U.S. assistance. Despite the caution, commercial and industrial activity is increasing.

Availability of credit was partially responsible for the relatively lively behavior of industrial and public activity and the sluggishness of commercial activity. During the quarter private commercial banks expanded their loans to the private sector by about 3% to a total of $48.6 million, most of which was probably used to finance the rising level of imports in March. As reserve requirements on time deposits are 30% and on sight deposits 50%, the com-

THE LEADING EARNER OF FOREIGN EXCHANGE for the Dominican Republic, sugar, arrives by the trainload at a modern refinery near Santo Domingo for processing before shipment to world markets.



mercial banking system increased its overall excess reserves by several million pesos to about $6 million.

Several banks apparently preferred not to use this increased reserve position to make additional loans. Should bankers decide, however, to expand their loans more rapidly, sufficient liquidity now exists to increase private bank credit by over 10%.

Sugar, the nation's major industry (accounting for more than 60% of industrial employment, around 60% of gross industrial investment, and about half of total export earnings), continued to be a problem.

Part of its difficulties were due to labor unrest. In addition to their nine-day general strike in January, workers prevented U.S.-owned Central Romana, the country's second largest sugar enterprise, from beginning production until late March, and unions intermittently struck mills belonging to the Vicini group, the third and smallest of the Dominican producers. Another of the industry's problems was the continuing depressed price of sugar on the world market.

The basic problem, however, lay with the state-owned Dominican Sugar Corporation (CAD), which produces over 60% of Dominican sugar. Its production costs continued to exceed even the favorable prices received on the U.S. market.

Sugar quota

Central Romana's labor difficulties temporarily benefitted CAD, as the latter assumed Romana's first quarter share of the U.S. quota of nearly 30,000 short tons (worth approximately $3.5 million), an amount CAD will repay Romana from its third quarter allocation.

Corporacion de Fomento Industrial, the state-owned corporation controlling about half of the nation's non-sugar industrial sector, continued to incur losses in the operations of some of its plants. Statistics published during the quarter showed that sales of the 28 enterprises controlled by CFI fell by $17 million in 1965, and that 21 of them operated at a deficit. Whereas some of those losses were directly related to the civil disturbances of 1965, many were of a continuing nature.

Various studies of CFI and its component enterprises have been made and solutions proposed; however, a definitive course of action for its improvement will await the new government.

In the small private industrial sector (non-sugar), largely devoted to the transformation of agricultural products, some advances were recorded. Investments were made in the following projects: Santo Domingo—a milk pasteurization and homogenization plant, a soap factory, and a vegetable shortening factory; Santiago—a cigarette factory extension and a soft-drink factory.

Ministry of Interior statistics indicate that the number of registrations (66) of new industrial firms was comparable to the same period last year (76), although the average declared capital of $11,500 in 1966 was less than the average of $13,600 in 1965.

Agricultural program

The agricultural sector, upon which Dominican commerce, industry, and foreign trade depend, saw no structural changes during the quarter which would materially lessen the economy's dependence on the traditional export crop of sugar, coffee, cacao and tobacco. The quarter was important, however, for the initiation and strengthening of AID programs which could lead to such changes.

In a complementary move, the Ministry of Agriculture and related government agencies improved institutional arrrangements for economic growth. Quarterly developments of more immediate interest included estimates of improved rice and tobacco crops.

In terms of effort and expenditure agriculture was the major target of AID assistance, its aim being to promote **(1)** self-sufficiency in products, particularly import replacements, that can be raised efficiently; **(2)** diversification into crops such as fruits and vegetables to reduce dependence on traditional export commodities and **(3)** development of agro-industry to process domestic goods for local consumption and export. Associated with these goals is the desire to create more agriculture-related jobs that will stem emigration to the cities which are ill-prepared to receive it, that will use under-employed labor resources, and that will reduce the large subsistence sector of the economy.

AID activities included assistance in setting up agricultural training courses, provision of improved seeds, investigation of overseas markets, rehabilitation and extension of irrigation systems, improvement of rural access roads, promotion of agricultural extension, and assistance in reforestation programs.

Development efforts over the past several years have resulted in rice production which is expected to match domestic consumption in 1966 and future years.

Tobacco, which had a relatively poor year in 1965, appears certain to be a much better crop in 1966 in both quantity and quality. Estimates of total production varied from 22,000 to 30,000 short tons (as compared with 1965 production estimates of 15,000 to 17,000). Hopes are especially high for quality cigar tobacco of the type formerly imported into the United States from Cuba.

As for major Dominican export crops, other than tobacco, production expectations were as follows: coffee—550,000 to 700,000 sacks of 60 kilograms; cacao—32,000 short tons as compared with 1965 production of around 42,000 short tons; and sugar—production will be less than the government's target of 876,000 short tons, but considerably more than the 550,000 tons produced in 1965.

Unbalanced budget

The proposed 1966 budget is highly unbalanced in favor of expenditures. During 1965, government expenditures, curtailed as a result of the civil disturbances, had been 21% under the 1964 level, and government tax revenues were down 37%. The Government relied heavily on U.S. aid to pay government salaries and finance essential services.

The 1966 budget estimates tax revenues at $140 million and expenditures at the unprecedented high of more than $253 million, leaving a "deficit to be financed" of $113 million. The high level of expenditures was explained as necessary to revitalize an economy in which the confidence of the private sector had been reduced.

The deficit is expected to be covered from external assistance, with increased tax revenues garnered by reducing import exonerations and contraband, and by economies in government spending to lower the expenditure total.

German Government extends dried sugar beet pulp quota

The German Federal Agency for Food and Forestry has announced an extension of the quota for dried sugar beet pulp, according to the U.S. Embassy in Bonn.

Applications for import licenses may be filed until June 22 with the Bundesamt fuer Ernaehrung und Forstwirtsbhaft, 6 Frankfurt, Adickesallee 40, Ausschreibung Nr. 24-1135. Licenses will be valid until June 30.

U.S. trade with Eastern Europe totaled $276.7 million during 1965

Quarterly Report on Export Control released; agricultural commodities retain leading place

Two-way trade between the U.S. and Eastern Europe totaled $276.7 million last year.

The total included $139.2 million in U.S. exports to Eastern European areas and $137.5 million—an all-time high—in import, according to the Department of Commerce's 75th Quarterly Report on Export Control.

Agricultural commodities continued predominant in this two-way trade, the report showed.

The report also reviewed export license applications for the first quarter of 1966, when commodities valued at $46 million were licensed for shipment to Eastern Europe.

The two-way trade figure for 1965 was far below that of 1964, when heavy shipments of U.S. surplus agricultural products pushed the total to $438.1 million. It was slightly above the $248.2 million recorded in 1963.

Principal destinations

Principal Eastern European destinations for U.S. exports in 1965 were: USSR, $44.4 million; Poland, $35.4 million; Czechoslovakia, $27.7 million, and East Germany, $12.4 million.

Principal commodities were inedible tallow, $26 million; soybeans and soybean products, $23.7 million; sorghums, $13.6 million, and undressed hides and skins, $12.4 million.

U.S. imports of $137.5 million from Eastern Europe in 1965 compared with $98.5 million in 1964 and $81.5 million in 1963. The imports included canned meat and meat products, $34.2 million, and precious metals, $27.4 million.

Export license approvals of $46 million in the first quarter of this year compared with $34.9 million in the first quarter of 1965, and $334.3 million in the 1964 period.

Principal destinations were East Germany, $14.6 million; Czechoslovakia, $11.9 million; USSR, $11.2 million; Rumania, $3.1 million; Hungary, $3.4 million; and Bulgaria, $1.1 million.

Agricultural commodities comprised almost half the dollar value, amounting to $24.5 million. East Germany led in these purchases with $13.9 million. Cattle hides and calf and kip skins valued at $3.8 million also were licensed.

License rejections

Export license applications totaling $950,498 were rejected in the quarter. Principal items in the license rejections were video tape recorders and parts for Poland, valued at $210,000 and isocyanate compound, for the USSR valued at $510,000.

The Eastern European areas showed continued interest in acquiring U.S. technical data, principally in the fields of petroleum refining, petrochemicals, synthetic fertilizers, chemicals, synthetic fibers, pulp and paper and ferrous metallurgy.

Seventy-six applications to supply such data were approved in the first quarter.

The report is available at 25 cents each from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Ralston-Purina receives loan for Peruvian plant

A Peruvian subsidiary of the Ralston-Purina Company of St. Louis, Mo., has received a loan of $350,000 in Peruvian currency from the Agency for International Development to assist in financing a poultry feed plant located near Lima, Peru. The so-called "Cooley" loan is extended under the Alliance for Progress.

The plant is designed to produce eventually 40,000 metric tons of feed per year, and the entire output will be marketed in Peru. Preliminary operations of the plant began late in 1965.

The loan to the subsidiary, Purina, Peru, S.A., is for 9.3 million soles, and is to be repaid in soles over a five-year term, including a one-year grace period. Repayment has been guaranteed by the Ralston-Purina Company.

The U.S.-owned soles funds are available as a result of sales of U.S. foodstuffs in Peru under the Food for Peace program. Under an amendment to the Food for Peace legislation, named for its sponsor, Rep. Harold D. Cooley, such funds may be loaned to U.S. private firms or their affiliates.

Corning Glass invests in factory for Brazil

Corning Glass Works of Corning, N.Y., has invested over $5 million in Vidros Corning Brasil, S.A., to build a factory for the production of glass television bulbs.

Most of the equipment and supplies for the plant will be purchased in the U.S.

The firm will employ and train Brazilians in skilled occupations, and expects the country to benefit by the availability of locally-manufactured merchandise.

An investment guaranty covering loss from expropriation, war, revolution and insurrection was issued to the New York firm by the Agency for International Development. The firm also took a guaranty insuring it against possible losses from inconvertibility of local currencies.

Spanish power project to get U.S. equipment

Three U.S. firms will furnish equipment and technical assistance to Iberduero, S.A., a leading Spanish electric company, for construction of a 360,000 kilowatt capacity thermal power station at Bilbao.

General Electric Co. will provide equipment for the project and will purchase the boiler and accessories from Babcock and Wilcox, Inc., of New York. Ebasco Services, also of New York, will act as the project's technical consultant.

The generating plant, financed by a $22.2 million Export-Import Bank loan, will be used to meet increased power demand, particularly in the dry season when hydroelectric capacity is reduced.

International General Electric has a 15% participation in the loan which is repayable beginning in 1969.

Local currencies available to U.S. business

Country	Unit of Currency	Amount (000)	U.S. Equivalent ($000)
Latin America			
Bolivia	Pesos	8,737	735
Chile	Escudos	3,569	817
Paraguay	Guaranies	64,051	508
Far East			
China (Taiwan)	NT Dollars	169,237	4,231
Korea	Won	98,387	364
Near East and South Asia			
Ceylon	Rupees	4,750	998
Cyprus	Pounds	112	315
Greece	Drachmas	28,132	938
India	Rupees	278,851	58,804
Iran	Rials	51,799	691
Israel	Pounds	33,945	11,315
Pakistan	Rupees	72,098	15,036
Turkey	Lire	55,502	6,167
UAR (Egypt)	Pounds	14,375	33,129
Africa			
Congo (Leopoldville)	C. Francs	312,296	2,082
Ethiopia	E. Dollars	425	171
Guinea	G. Francs	685,449	2,781
Ivory Coast	CFA Francs	114,867	469
Morocco	Dirhams	15,747	3,138
Senegal	CFA Francs	121,001	494
Sudan	S. Pounds	649	1,877
Tunisia	Dinars	1,677	3,219
TOTAL			148,279

These figures reflect funds available for loans as of April 30, 1966. They are subject to frequent change as loan applications are processed. Before filing formal applications, investors should contact the appropriate AID Regional Bureau to ascertain current availability.

Cooley loan funds totaling $148.2 million made available for overseas investments

Foreign currencies in 22 developing countries equivalent to $148.2 million are now available for loans to U.S. businessmen interested in making overseas investments.

The funds, named after Rep. Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480 which created the program, consist of local currencies received by the U.S. for sales of Food for Peace commodities.

Americans who borrow from these funds repay the loans in the same currencies.

Cooley loans may be made to:

- U.S. firms or their branches, subsidiaries or affiliates for business development of trade expansion in the local countries;
- U.S. or local firms for purposes which would expand overseas markets for U.S. agricultural products.

Loans may not be made for manufacture of products which would be exported to the U.S. to compete with U.S. products, or for commodities to be marketed in competition with U.S. agriculture.

Applications for loans should be made directly either to the AID Mission in the country involved (care of U.S. Embassy), or to the appropriate Washington Regional Bureau of AID—Africa, Latin America, Near East-South Asia, and Far East—all located at AID, Washington, D.C. 20523.

General inquiries on Cooley loans can be addressed to Agency for International Development, Office of Development Finance and Private Enterprise, Department of State, Washington, D.C. 20523.

Two Spanish firms to buy U.S. exports for power projects

Equipment, services valued at $8.9 million to be supplied

U.S. exports valued at $8.9 million will go to two Spanish electric companies for power projects.

Hidroelectrica Moncabril, S.A., will purchase $6.2 million worth of U.S. equipment and services needed to construct a 140-megawatt thermal generating unit in Oviedo province.

Items to be purchased include a boiler to be supplied by Foster Wheeler Corporation of Livingston, N.J., and related goods and services from other U.S. suppliers not yet selected by Moncabril. The New York engineering firm, Gibbs and Hill, will provide engineering services.

The second Spanish firm, Hidroelectrica de Cataluna, S.A., will buy U.S. equipment and services valued at $2.7 million needed in the construction of a new 150-megawatt thermal power unit to be located near Barcelona.

Bank financing

Foster Wheeler Corporation will supply the boiler and other items and services will be purchased from U.S. firms not yet selected.

The Export-Import Bank has authorized loans to each of the Spanish concerns to help finance the purchase of the U.S. exports. The loan to Moncabril, guaranteed by Instituto Nacional de Industria, an agency of the Spanish Government, is to be repaid in 18 semiannual installments beginning in 1969. Hidroelectrica de Cataluna will repay its loan, guaranteed by Banco Hispano Americano and Banco Urquijo, in 20 semiannual installments beginning in 1968.

Britain to remove import surcharge

The United Kingdom will remove the 10% surcharge on imports at midnight, Nov. 30. The legislative authority for the levy will expire at that time.

The surcharge, which covered imports of semi-manufactured and manufactured products from all countries, was imposed Oct. 27, 1964, at the rate of 15% as a temporary measure designed to assist in cutting Britain's severe balance of payments deficit. In April 1965 it was reduced to 10%, and in November of the same year, legislation was passed extending the surcharge for another year.

The surcharge was originally meant to reduce the level of the U.K.'s imports, but it did not achieve this objective. It did succeed in dampening the rapid expansion of imports of those items subject to the surcharge, which account for an estimated 30 to 35% of the United Kingdom's total imports. The British Government has indicated that the surcharge saved anywhere from $420 million to $560 million on imports during 1965.

Of the affected goods, about one-half are semi-manufactures, including iron and steel, chemicals, textiles, paper, and rubber. Capital goods account for about one-third, with consumer goods making up the remainder. It appears that the levy has brought about a certain degree of substitution of domestic steel for imported steel, and the effect of the surcharge was reflected in the decrease in the import of such products as motor vehicles and motorcycles.

Imports of finished textiles and footwear also were affected. These and other low-cost imports were hit hard by the surcharge, which reduced the price advantages that some foreign suppliers with lower production costs formerly had enjoyed in selling to the United Kingdom.

Brazil drops duties on auto production goods

A new Brazilian law is designed to provide a stimulus for automotive industrial expansion by exempting automotive production equipment from the payment of import duties and consumption taxes. Auto accessories, tools and instruments intended for the re-equipment and modernization of the automotive vehicle industry and production of automotive parts were also exempted under the provisions of Law 4951.

The exemptions do not include the customs delivery tax, or apply to goods available from domestic sources.

Authorization of the imports referred to in this new law is granted only for projects approved by the Executive Group of the Mechanical Industries (GEIMEC), and only to enterprises established before October 31, 1965.

The law will remain in force for three years.

Translation of German cartel law prepared

The American Embassy in Bonn has prepared a translation of the revised Law Against Restraints of Competition in the Federal Republic of Germany and West Berlin. The English version, which has been prepared for publication by the Office of International Regional Economics, contains an analysis of the important changes in the law.

For a copy, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Philippines tightens rules on importing foreign talent

The Philippines has adopted new procedures to prevent foreign technical, supervisory or executive talent from filling positions which could be occupied by Filipinos.

Under the new procedures, the Department of Foreign Affairs will submit all applications for treaty traders' and prearranged employment visas to the Secretary of Labor for certification as to non-availability of local manpower for the position to be filled.

In addition, firms and companies in the Philippines desiring to import technical, supervisory or executive talent from abroad will be required to advertise their need with specific qualification requirements, in the "wanted" columns of general circulation newspapers once a week for three consecutive weeks.

Pakistan now may tax firms on productive capacity rather than actual output

Pakistan's National Assembly has approved an amendment to that country's constitution which will allow the central government to assess income, excise, and sales taxes on the basis of an industry's productive capacity rather than actual income, production, or sales. The income tax will be applied on the basis of an estimate of income related to capacity.

Finance Minister Shoaib pointed out that the government's power is permissive and said that it will be applied selectively. He said the government's major objectives in putting forth the amendment were: (1) to inform the taxpayer of tax liability in advance of the tax year, and make him aware that profits resulting from increased production will be tax exempt; (2) to encourage the fullest possible use of plant and machinery, much of which is imported at a considerable cost in foreign exchange; and (3) to reduce the chances of tax evasion through corruption or collusion by limiting the contact between taxpayer and tax collector.

Germany revises pickled meat import regulations

The German Government has revised import regulations and now allows pickled meat into Germany provided it contains at least 4% salt in all parts.

The salt content requirement does not apply, however, to the fat tissue, bone tissue, cartilage tissue, or connective tissue if these tissues are embedded or attached to the muscle or organ tissue.

Previously, imported pickled meat had to contain 6% salt in all parts or at least 4% if the water content was no more than 25%.

The Government has also clarified a regulation on health certificates required for all prepared meat imported into Germany. Under Part II of the required official health certificate, the address and veterinary control numbers of each processing plant should be entered if the product was prepared or treated successively in more than one plant. Some exporters have misunderstood this form and have listed only one plant and control number.

Businessmen in Caribbean area seek help from U.S. manufacturers for joint venture, licensing projects

U.S. Trade Mission reports 37 investment proposals from firms in Guyana, Surinam, Netherlands Antilles

Reports from the recent U.S. Trade Mission to the Caribbean indicate the desire by businessmen in that area for U.S. partners in various joint venture and licensing projects.

A considerable number of the 37 opportunities submitted involve old line trading companies seeking to diversify operations. These firms have extensive business experience in the Caribbean area and currently represent various U.S. manufacturers of automobiles, furniture, pharmaceuticals and agricultural machinery.

Countries included in the Mission's trip were Guyana (formerly British Guiana), Surinam, Aruba, and the island of Curacao in the Netherlands Antilles.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with the foreign firm or with the Bureau of International Commerce. The IR number is listed immediately after the address of the firm.

Guyana

1511 General Construction

A Georgetown construction company seeks to expand operations through a joint venture with a U.S. firm.

The U.S. company is asked for approximately $150,000 in capital, and some equipment and construction materials in return for equity.

The firm reportedly is engaged in construction of homes, industrial facilities and roads. Established in 1950, it has 375 employees and does an annual volume of $1 million.

Write: Wilson Ricketts Construction Co., 78 Church St., Georgetown, Guyana. IR 20.

2010 Meat canning

A joint venture with a U.S. meat company to can pork and beef is sought by a Georgetown manufacturer of ham, sausage and bacon.

The U.S. firm is requested to furnish equipment and technical assistance in return for 50% equity in the new project.

The firm, established in 1949, has approximately 22 employees.

Write: Williams and Sons Meat Co., 27 Saffon St., Georgetown, Guyana. IR 13. WTD.

2256 Knit fabrics

A subsidiary of a large trading firm active in the Caribbean seeks a joint venture to manufacture knit fabrics.

The Georgetown company currently imports, wholesales and retails a wide range of dry goods including ladies' and men's garments, raincoats, swim wear and hosiery. It represents several U.S. firms in this field and handles other lines such as drugs, hardware, and foods.

All products marketed by the firm are imported from foreign companies with 85% supplied by U.S. concerns. The firm employs about 170 people and has 18 travelling salesmen.

Write: Geddes Grant (Guyana), Ltd., 25-26 Main St., Georgetown, Guyana. IR 19b. WTD.

2750 Printing

A Georgetown printing firm seeks to expand operations through a joint venture with a U.S. company.

The U.S. firm is asked to provide $15,000 in modern printing equipment, including a fully automatic printing press and a linotype machine.

Write: The Angal Printing Establishment, 18 Broad, Georgetown, Guyana. IR 12. WTD.

2899 Bleach, scouring powders

A joint venture to produce bleach and scouring powders is sought by a prominent Georgetown trading company. In association with a manufacturer of margarine, shortening and laundry soap, it proposes collaboration with an experienced U.S. producer of bleaches and scouring powders. Both firms believe bleaching powder can be produced in a new detergent plant expected to be in operation later this year. In addition, the manufacturing concern, established in 1956, claims alumina, the abrasive ingredient constituting 90% of scouring powder is available in Guyana.

The trading firm, established in 1918, imports, wholesales and retails a variety of products including drugs and chemicals, agricultural insecticides and equipment and food products. It represents a large number of U.S. companies and has approximately 170 employees.

Write: Geddes Grant (Guyana), Ltd., 25-26 Main St., Georgetown, Guyana. IR 19c. WTD.

3079 Plastic products

An importer of outboard motors and sporting goods, established in 1918, seeks a joint venture or licensing arrangement with a U.S. firm to manufacture polystyrene thermos equipment.

Write: Evan Wong and Son, Ltd., 3 High St., Georgetown, Guyana. IR 45. WTD.

3272 Concrete pipe

An importer of automotive parts and

INVESTMENT in Guyana is discussed by Mission member Donald C. Osborn and local businessmen.

tools seeks a joint venture to produce concrete pipe.

Write: Hack's Auto Sales, 131 Regent St., Georgetown, Guyana. IR 40. WTD.

3411 Cans

A new firm, which currently imports automotive accessories and agricultural machinery parts, seeks a joint venture to establish a plant for the semi-automatic manufacture of #1, #2 and #10 size cans.

The U.S. company is asked to provide equipment and technical know-how. According to the Georgetown firm, Guyana does not have a can making plant.

Write: Cedric Figueria, Ltd., P.O. Box 33, Georgetown, Guyana. IR 29. WTD.

3429 Builder hardware

A joint venture to manufacture builders' hardware, corrugated roof sheets and window fittings is sought by a Guyana company. The Georgetown firm, a subsidiary of one of the outstanding trading companies in the Caribbean, is also interested in producing such metal products as crown corks, fasteners and hooks and eyes.

The company currently represents a number of U.S. companies in the hardware, office equipment, electrical appliance and pharmaceutical fields. In addition, it is a distributor for a major automobile firm and operates a modern repair and maintenance department. Located in the downtown section of Georgetown, the company has approximately 170 employees and 18 travelling salesmen.

Write: Geddes Grant (Guyana), Ltd., 25-26 Main St., Georgetown, Guyana. IR 19a. WTD.

Netherlands Antilles

1511 Home construction

A large Curacao trading firm proposes a joint venture with an experienced U.S. construction company to build approximately 1,200 homes on Surinam and the Netherlands Antilles.

The U.S. company is asked to provide capital and technical know-how in return for equity.

The Curacao firm, which began as a family business in 1837, imports, wholesales and retails a variety of products including construction equipment, building materials, paint and liquors. In addition, it operates a freight and steamship agency and distributes lubricants and petroleum products. The firm also engages in many other activities through subsidiaries and affiliates.

Reportedly, the company does an annual volume of $12 million and has approximately 400 employees.

Write: S.E.L. Maduro & Sons, Inc., 2-4 De Ruyterkade St., Willemstad, Curacao, Netherlands Antilles. IR 25 N.A. WTD.

2099 Banana puree

A joint venture with an experienced U.S. firm to process banana puree is proposed by a Curacao trading company. The firm claims to have a source of bananas in Santo Domingo.

Participation by a U.S. firm is requested in the form of machinery and technical know-how. The Curacao company will furnish labor and necessary facilities, including curing rooms.

Established in 1947, the Curacao concern currently imports foodstuffs, sewing machines and motorcycles.

Write: Universal Trading Co., 19-23 de Rouvilleweg, Willemstad, Curacao, Netherlands Antilles. IR 11 N.A.

2279 Matting

An Aruba construction firm seeks a joint venture with a U.S. company to grow and produce sisal and manufacture matting, rope and brushes on Aruba.

According to the firm, sisal is easy to cultivate on the island and labor is available.

Write: Petrona & Croes (Aruba) N.V., P.O. Box 90, Aruba, Netherlands Antilles. IR 45 N.A. WTD.

2432 Plywood plant

A Netherlands Antilles engineering and construction firm seeks a joint venture to establish a plywood plant. The U.S. company is asked to furnish machinery and equipment.

According to the firm, it can obtain veneers from an affiliate company on Surinam.

Write: Petrona & Croes (Aruba), Inc., 4 Anastraat (P.O. Box 90), Oranjestand, Aruba, Netherlands Antilles. IR 42 N.A. WTD.

2515 Mattresses

A licensing arrangement with a U.S. firm to manufacture mattresses is sought by a mattress manufacturer.

Established in 1963, the firm operates a plant and showroom in Willemstad and distributes primarily through wholesalers on Curacao, Aruba and St. Bonaire. It has approximately 35 employees and does an annual volume of $200,000.

Write: Matrassen Fabriek Suffisant N.V., Muizenberg 16-18, Willemstad, Curacao, Netherlands Antilles. IR 49 N.A. WTD.

2840 Toilet preparations

A Netherlands Antilles importer of liquors, paints and tiles and manufacturer of wine seeks a joint venture with a U.S. firm to make toilet preparations such as soap, perfume and cosmetics.

Requested of the U.S. firm is capital and technical assistance in return for equity. The Oranjestad firm, established in 1930, does an annual volume of approximately $500,000.

Write: E.F. Debrot Inc., Columbusstraat, P.O. Box 152, Oranjestad, Aruba, Netherlands Antilles. IR 56 N.A. WTD.

2844 Cosmetics

A Curacao manufacturer of mentholated ice lotions, cosmetics and liquid soaps seeks a licensing arrangement with a U.S. firm to produce hair sprays, sun tan preparations and hair creams.

The firm markets its products domestically and in neighboring countries in the Caribbean and South America. It reportedly has licensees in Surinam, Venezuela and Barbados. The Curacao firm has approximately 30 employees and does an annual volume of $200,000.

Write: Curacao Laboratories, Ltd., P.O. Box 159, Landhuis Chobolobo, Salina, Curacao, Netherland Antilles. IR 15 N.A. WTD.

MIDDAY ACTIVITY slows down in this usually crowded street on Aruba, Netherlands Antilles.

3270 Concrete

An Aruba manufacturer of concrete products such as blocks, tiles and pipes seeks a license to make concrete tiles and concrete foam.

Write: Cempro N.V., L. G. Smith Blvd., Oranjestad, Aruba, Netherlands Antilles. IR 33 N.A. WTD.

An Aruba firm, currently engaged in importing and construction, seeks a licensing arrangement with an experienced U.S. firm to produce cellular concrete.

Established in 1940, the Oranjestad company imports and wholesales building materials, paints and hardware and conducts a construction business.

Write: Petrona & Croes (Aruba), Inc., 4 Anastraat, P.O. Box 90, Oranjestad, Aruba, Netherlands Antilles. IR 35 N.A. WTD.

3272 Building materials

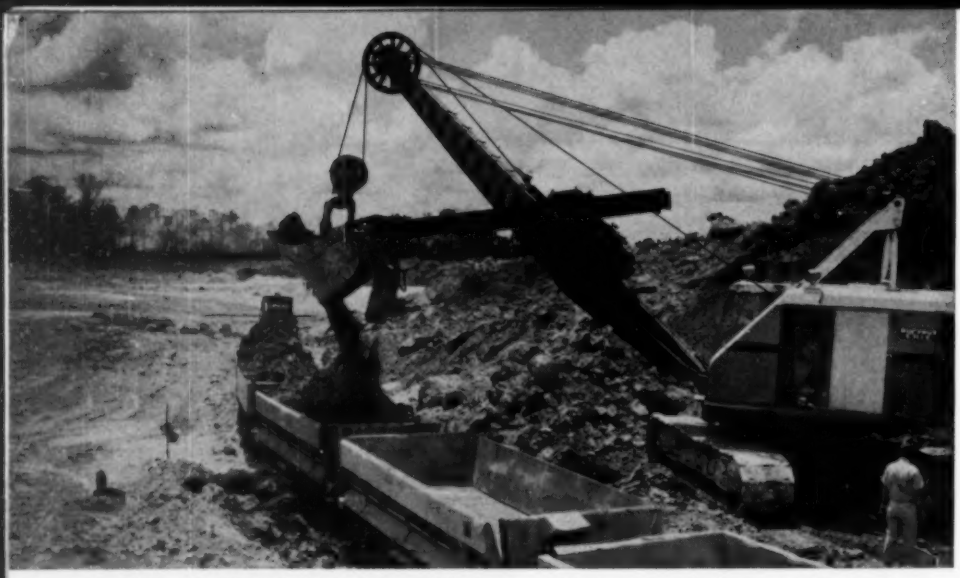
An importer, retailer, and wholesaler of building materials, tobacco products and hardware proposes a joint venture with a U.S. firm to make building materials.

The Oranjestad firm, established in 1927, represents several U.S. firms. It operates a lumber yard and two retail stores and employs approximately 50 persons.

Write: Mario S. Arends, Inc., 40 Wilhelminastraat, Oranjestad, Aruba, Netherlands Antilles. IR 36 N.A. WTD.

3315 Nails

A joint venture to manufacture nails and wire products such as wire fences is



SHOVEL LOADS BAUXITE at mine owned by Suriname Aluminum Co., wholly owned subsidiary of Alcoa.

sought by a Curacao importer of cash registers, office machines and household furniture.

According to the company, the proposal is based on the availability of raw materials from a Venezuelan mill.

Established in 1898, the Curacao firm operates a three-story retail outlet in Willenstad and represents several U.S. manufacturers.

Write: C.F. Muskus & Co., 21 Heerenstraat, P.O. Box 218, Willenstad, Curacao, Netherlands Antilles. IR 9 N.A. WTD.

3732 Boats

A Netherlands Antilles airline, an affiliate of KLM Royal Dutch Airlines, seeks a licensing arrangement with a U.S. firm to manufacture single-model 12 to 15 foot fiber glass boats for use with sails or outboard motors. The firm prefers to purchase necessary equipment and materials from a U.S. licensor.

Established in 1964, the Curacao airline operates four aircraft and handles both passengers and cargo. It serves several islands in the Caribbean plus two cities in South America.

Write: Dutch Antillian Airlines, Dr. Albert Plesman Airport, Curacao, Netherlands Antilles. IR 47 N.A. WTD.

6550 Real estate development

A group of Aruban businessmen seeks a joint venture with an experienced U.S. company to construct and develop a modern mall type shopping center in the business section of Oranjestad.

Total cost of the project is estimated at $635,000 and the U.S. participant is requested to furnish two-thirds of that amount.

The group reportedly plans to develop a 46,000 square foot site. In addition to stores and shops, a high rise office building is planned at a later date.

Write: Aruba Commercial Bank, Oranjestad, Aruba, Netherlands Antilles. IR 29 N.A.

7010 Hotels

A hotel owner wants to increase his hotel's capacity from 28 to 80 rooms through a joint venture with a U.S. company.

The U.S. firm is asked for approximately $800,000 to finance the proposed expansion.

According to the owner, average construction costs will run about $18,000 a room. It will not be necessary to enlarge the dining area and lobby, but additional office space is needed. Reportedly, the air-conditioned hotel is located in a residential section of Oranjestad.

Write: Strand Hotel, Oranjestad, Aruba, Netherlands Antilles. IR 31 N.A.

An importer and manufacturer's agent seeks a joint venture to build and operate a resort hotel.

Technical know-how and management expertise are sought from an experienced U.S. firm. The Curacao firm will provide capital and necessary land.

The company is also interested in expanding its promotion of U.S. products in the Caribbean through an agreement with a U.S. advertising and sales promotion firm.

Established in 1940, the firm imports and wholesales pharmaceuticals, cosmetics and bottling machinery. It currently represents about 15 U.S. firms.

Write: Baiz Agencies Corp., 14-A Nieuwestraat, Willemstad, Curacao, Netherlands Antilles. IR 4 N.A. WTD.

Surinam

2014 Dried plantains

A licensing or joint venture arrangement is sought by a Surinam trading company interested in artificially drying plantain chunks for use by the flour industry.

The Paramaribo firm currently imports and wholesales a variety of food products and represents several substantial U.S. firms.

Write: Harry Tjin Trading Co., 35 Maagdenstreet, Paramaribo, Surinam. IR 37c S.

2034 Dried shrimp

A Surinam trading company seeks a joint venture or licensing arrangement to produce salted dried shrimp.

The U.S. firm is asked for artificial drying machinery to replace the longer sun-drying operations.

The Paramaribo company is also interested in making a shrimp paste or spread as a by-product of the dried shrimp operation.

Write: Harry Tjin Trading Co., 35 Maagdenstreet, Paramaribo, Surinam. IR 37bS.

2035 Soy sauce

A joint venture or licensing arrangement with an experienced U.S. food company to produce Chinese style soy sauce is sought by an importing and exporting firm.

The Paramaribo company favors importing soybeans from the U.S. and packaging the sauce in barrels for export to Europe and in bottles for domestic consumption.

Write: Harry Tjin Trading Co., 35 Maagdenstreet, Paramaribo, Surinam. IR 37dS.

2432 Veneer plant

A Surinam logging and lumber firm seeks a joint venture to establish a veneer plant. According to the company, it owns and operates two sawmills and a dry kiln and has a 60,000 acre timber concession. It believes such items as broom handles can be produced from the species of available timber.

Write: N.V. Nieuwe Houtonderneming, "ANSOE", Saramaccastraat 75-77, Paramaribo, Surinam. IR 4bS. WTD.

2499 Particle board

A lumber operator seeks a joint venture with a U.S. firm to establish a particle board plant to use wood shavings from two sawmills. The U.S. company is asked to furnish technical know-how and handle sales and marketing operations. The firm claims it owns a 60,000 acre timber concession.

Write: N.V. Nieuwe Houtonderneming, "ANSOE", Saramaccastraat 75-77, Paramaribo, Surinam. IR 4aS. WTD.

2818 Monosodium glutamate

A Surinam trading company seeks a joint venture or licensing arrangement with an experienced U.S. firm to produce monosodium glutamate.

The U.S. company is requested to furnish packaging equipment and necessary raw materials.

The Paramaribo firm plans to package the product in foil packages, 2 oz. bottles or tin cans for distribution throughout the Caribbean.

Write: Harry Tjin Trading Co., 35 Maagdenstreet, Paramaribo, Surinam. IR 37aS.

2834 Pharmaceuticals

A Paramaribo importer and wholesaler of tobaccos, pharmaceuticals and laboratory instruments seeks a joint venture or licensing arrangement to manufacture ethical drugs for combating tropical disease such as malaria, bilharzia and filaria.

Write: Radhakishun and Co., N.V., 36 Watermolenstraat, Paramaribo, Surinam. IR 13S. WTD.

2841 Detergents

A licensing or joint venture arrangement with a U.S. company to manufacture synthetic detergents is sought by an importing firm. The Paramaribo company believes there is a domestic demand for these products.

A U.S. firm is asked to provide technical assistance and know-how.

Established in 1916, the Surinam company imports and distributes a wide range of merchandise including office equipment, dry goods and automobiles. It has approximately 200 employees and does an annual volume of $4 million.

Write: Handelmaatschappij A. van der Voet, N.V., Waterkant 36-38, Paramaribo, Surinam. IR 16bS. WTD.

3079 Plastic products

A Surinam importer, wholesaler and retailer of dry goods, soap and photographic equipment, established in 1916, seeks a licensing or joint venture arrangement to establish a plastics plant for manufacturing decorative laminates.

The U.S. company is requested to provide technical assistance and possibly some capital. The Surinam company would consider purchasing necessary equipment and materials in the U.S.

Reportedly, the Paramaribo firm has approximately 200 employees, does an annual volume of $4 million and represents a substantial number of U.S. manufacturers.

Write: Handelmaatschappij A. van der Voet, N.V., Waterkant 36-38, Paramaribo, Surinam. IR 16aS. WTD.

3250 Clay

A Paramaribo importer of automobiles, dry goods and soap seeks a joint venture on a 50-50 basis with an experienced U.S. firm to establish a plant for manufacturing tile from clay reportedly available in Surinam.

The U.S. company is asked for equipment and technical know-how.

The Surinam firm has an annual volume of $4 million and employs approximately 200 persons.

Write: Handelmaatschappij A. van der Voet N.V., Waterkant 36-38, Paramaribo, Surinam. IR 10b S. WTD.

3632 Refrigerators, freezers

A Paramaribo manufacturer of metal household and garden furniture and nails seeks a joint venture or licensing arrangement to produce household appliances such as freezers, refrigerators, and kitchen cabinets.

Established in 1959, the Surinam firm has approximately 85 employees.

Write: Metaalmeubelenfabriek N.V., "Reli", Steenbakkerijstraat 56, Paramaribo, Surinam. IR 8S.

A joint venture with an experienced U.S. firm to establish a refrigerator assembly plant is sought by a prominent Surinam importer of dry goods, automobiles and soap.

Participation in the form of equipment and technical assistance is requested of the U.S. company in return for a 50% interest in the proposed venture. The Surinam firm is interested in refrigerators in the seven cubic foot range.

The company, established in 1916, represents many substantial U.S. firms. It maintains an automobile display room, a garage and service station in downtown Paramaribo and has approximately 200 employees.

Write: Handelmaatschappij A. van der Voet N.V., Waterkant 36-38, Paramaribo, Surinam. IR 10a S. WTD.

A Surinam contractor proposes a joint venture with an experienced U.S. company to assemble and manufacture to some extent household refrigerators with a capacity of four to nine cubic feet. The Paramaribo firm is also interested in handling commercial refrigerators for markets and grocery stores.

According to the firm, it has a trained staff of refrigeration engineers and maintenance men and has installed central air-conditioning systems in hospitals and Government facilities in Surinam.

Write: Elgawa N.V., P.O. Box 1120, Verl. Gemenelandsweg, Paramaribo, Surinam. IR 9 S. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

ORE PROCESSING

A processor of ores and raw materials seeks a collaborative agreement with a U.S. mining firm to process ores supplied by the U.S. company at its facilities in Amsterdam or other European cities.

Write: N. V. Nederlandse Erts—& Mineraalbewerking N. E.M., 21-22 Koningin Wilhelminahaven, Vlaardingen, Netherlands. WTD.

Logging operation offered in Australian New Guinea

A permit is offered to remove approximately 270 million board feet of timber from a 123,000 acre tract in the Madang District in Australia's territory of New Guinea.

Conditions of the tender, include a minimum annual cut of five million board feet of logs during the first three years and a minimum annual cut of 12 million board feet of logs for the balance of the 10-year contract. In addition, the contractor would erect a sawmill and be responsible for providing roads, wharves and other facilities necessary for removing the timber.

The deadline for tenders is 1:30 p.m. local time, Konedobu, Territory of Papua and New Guinea, Aug. 9. Tenders are to be submitted to Chairman, Supply and Trade Board, P.O. Box 2045, Konedobu, Territory of Papua and New Guinea, Australia.

For copies of required specifications for the tender and additional information, **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230

Mexico to purchase U.S. communications equipment

A Mexican Government agency will purchase U.S. equipment and services needed to construct a micro-wave communications link between Nogales on the Mexican-U.S. border and Guaymas, about 240 miles to the south.

Collins Radio Co. of Dallas is expected to be the main supplier.

The agency, Nacional Financiera, S.A., has been authorized a $1.7 million Alliance for Progress loan by the Export-Import Bank to finance the purchases. The loan is to be repaid in 28 semiannual installments beginning in 1967.

PACKING MATERIALS

A French storage firm seeks a license from a U.S. company to fabricate packing materials for use in warehouses.

The Bordeaux company also wishes to perform various functions connected with the reception and storage of merchandise and goods for distribution in France for U.S. firms.

Write: Etablissements F. Raynaud, 195 Ave. de Muret, Toulouse, Haute-Garonne, France. WTD.

Jordan offers help to U.S. investors

The new Jordan Investment Promotion Office offers a number of services to potential investors. The Office, as an information center, is prepared to save a potential investor the customary exhaustive round of visits to many agencies in search of economic data. It will furnish information on tax regulations, investment laws, banking regulations, financial practices and other related subjects.

As an integral part of Jordan's Ministry of National Economy, the Office has a close working relationship with that Ministry's Industry Division, with the Jordan Development Board and with the Industrial Development Bank. Its working agreement with the Government's Statistical Division gives it access to reports and analyses of the country's economy, which data it is prepared to make available to potential investors.

In addition to furnishing information on economic, financial and legal matters, the Office is prepared to provide data on the area's most significant industries, their estimated levels of ultimate development, market expansion expected as a result of the Arab Common Market, raw material sources and supplies and the amount and availability of labor, power, water and specific raw materials.

The Office plans to extend its current services to include studies of industries offering potentialities for investment and will publish them in brochure form for the use of potential investors.

U.S. firms interested in learning more of the services offered by the Office and wishing to obtain specific information concerning investment in Jordan should **write:** Victor F. Atalla, Attache, Embassy of the Hashemite Kingdom of Jordan, 2319 Wyoming Ave., NW., Washington, D.C. 20008, or: The Jordan Investment Promotion Office, The Ministry of National Economy, Amman, Jordan.

Guyana firm proposes shrimp processing venture

A Guyana importer and bulk oil distributor seeks a joint venture with a U.S. shrimp trawling company to establish a shrimp processing facility at a site on the Berbice River about six miles from New Amsterdam.

According to the firm, it owns substantial property in this area which is partially occupied by its petroleum tanks. The firm claims the depth of the river at the proposed site is sufficient to allow trawlers with a six or seven foot draft to service the plant. The company plans to export the processed shrimp from New Amsterdam on vessels equipped with cold storage facilities.

The firm, established in 1876, imports and wholesales hardware, dry goods and electrical appliances, and distributes petroleum products. It has approximately 50 employees.

Write: S. Wreford and Co., Ltd., 16 Strand St., New Amsterdam, Guyana. WTD.

East Pakistan study on investment available

Ten investment opportunities in East Pakistan are described in a brochure prepared by the Government of East Pakistan. Of the 10, seven are considered attractive to foreign investment.

Included in the "Industrial Brochure-First Series" are reports on industries open to foreign investors such as wrapping paper, ceramic sanitary ware, electric wire and cable, steel structurals, particle board, iron foundry and light engineering and dry cell batteries. Outlined briefly is the present position of each industry, an estimate of total investment required and anticipated demand for the particular product.

To obtain a copy of the industrial brochure and additional information, **write:** Department of Commerce and Industries, Government of East Pakistan, Dacca, Pakistan.

ELECTRONIC EQUIPMENT

A manufacturer of remote equipment for public lighting, automatic meteorological stations and relays seeks a joint venture with a U.S. firm to produce electronic measuring and control equipment.

Established in 1938, the French company has 75 employees and does an annual volume of approximately $300,000.

Write: Societe Industrielle de Telecommande et de Telemecanique, 26 rue Vauthier, Boulogne-sur-Seine (Seine), France. WTD.

U.S. suppliers will equip new Costa Rica tire factory

Industria Firestone de Costa Rica, S.A. will purchase equipment and services in the United States to be used in a new tire factory to be built near San Jose.

About a third of the capital stock in the new firm will be offered to Costa Rican and other Central American investors. To help finance the purchases, the Export-Import Bank has authorized an Alliance for Progress loan of $3.2 million.

In addition to assisting exports of equipment for the new plant, the Eximbank loan will stimulate future exports. It is estimated that once the Costa Rican plant is operational, purchases in the United States will be at the annual rate of some $1.7 million.

ELECTRONIC ACCESSORIES

A British manufacturer of electro-acoustical equipment including earphones, microphones, communication systems and hearing aids seeks diversification in the electronics industry through a licensing arrangement with a U.S. firm.

A director of the company would consider visiting the U.S. to hold discussions with interested companies.

Write: Amplivox, Ltd., Beresford Ave., Wembley, Middlesex, England. WTD.

AGRICULTURAL MACHINERY

A Belgian manufacturer of coal mining equipment and boilers, established in 1946, seeks a license to produce engineering equipment such as bulldozers, elevators and hoists. The firm is also interested in making beet harcultural machinery, including beet harvesters, grain threshers and fertilizer disintegrators.

Write: Compagnie Belge de Materiel Minier et Industriel S.A., 2 rue Achille Degrace, Frameries, Belgium. WTD.

CHIMNEYS

A London sheet metal fabricating firm seeks a licensing arrangement with a U.S. company to manufacture chimneys for industrial facilities and flue pipes for homes. The company favors a chimney with an inner sheet of stainless steel or aluminum and the intervening space filled with a mineral insuiator. The chimney should be suitable for all fuels and designed to meet fire underwriters standards.

Write: Harvey Fabrication, Ltd., Woolwich Rd., London, SE.7, England. WTD.

NATO project in Italy open to bids on steel gage valves, couplings

NATO project No. 90, calling for the supply and installation of flexible couplings of the "U.S. Amazon Ch 3820 Type" and of steel gage valves for diesel oil and gas oil pipes, has been announced by the Italian Foreign Office.

Requests for bidding invitations from U.S. firms who are certified eligible to participate in NATO International Competitive Bidding (ICB) **must be received** by the Ministero Difesa Marina, Direzione Generale Genio Militare, Divisione Amministrativa, Rome, Italy, **by June 20,** and should include a fully completed, specially designated Italian Government Questionnaire.

In lieu of submitting this questionnaire, U.S. firms may respond by answering the following questions which were extracted verbatim from the questionnaire ("Scheda Informativa", i.e., Information Form). Answers must be given in Italian to the following:

1) *Name of firm* 2) *Address of firm;* 3) *Summary description of type of organization (private firm corporation, etc.);* 4) *Indication of financial capacity (value of individual largest projects recently executed);* 5) *Short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute).* **This information must be signed and dated to be valid.**

Further information about NATO and NATO certification may be obtained by writing or calling the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

A free brochure, "Doing Business With NATO—How U.S. Firms Can Participate" is available from the Staff.

Japan to buy revolving crane

The Electric Power Development Co., Ltd., 1-1 Marunouchi, Chiyoda-ku, Tokyo, has issued tender No. Kuzuryu-10 for the supervision of erection, design and construction of a 100-ton capacity, with a 20/10-ton auxiliary hoist, overhead, revolving crane. The diameter of the runway track is 20 meters.

Bid deadline is July 11.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the U.S. Department of Commerce, GIEC Division, BDSA-588, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Ceylon invites sealed offers on lubricating oil blending plant, base oils, additives

The Ceylon Petroleum Corporation is inviting sealed offers on the following:

(1) The complete engineering, procurement, and erection of a lubricating oil blending plant to blend and manufacture about 10,000 metric tons initially, and up to 18,000 metric tons by 1973; can making plant, drum making plant, and running of the plant for a period of six months.

(2) The supply of base oils and additives for a period of five years initially, commencing April 1967.

(3) The training of necessary operational personnel and assistance to run the plant for a period of six months to a year.

Offers or inquiries should be addressed to Ceylon Petroleum Corporation, P.O. Box 634, 113 Galle Road, Colombo 3, Ceylon.

Bid deadline is July 30.

A copy of the "Instructions to Bidders" may be seen in the U.S. Department of Commerce, Water Industries and Engineering Services Division, BDSA-574, Rm. 4111, Washington, D.C. 20230.

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Prequalifications invited on 116-mile road project by Malagasy Government

The Malagasy Government is inviting prequalification bids on the improvement of a 116-mile road between Tananarive and Majunda. The $7.8 million project will be financed by the International Development Association.

Bidders must submit three copies of their intent to bid by noon June 30 along with certificates showing satisfactory completion of similar, previous projects to the Director General de Lequipment et de Laeronautique, Service de Ladministration Generale, 1 ere Division—Section "G", Tananarive, Madagascar. All correspondence must be in French. Specifications are available from the Director General for $396.

Notification will be given to bidders whether they have or have not qualified for the submission of the final construction bid by September 14.

Bids invited by Iceland's Prime Contractor on steel bars and other materials

The Iceland Prime Contractor has issued an invitation to bid for various types and lengths of reinforcement steel bars conforming to Federal Specification No. QQ-S-632b, type II, Class B40 or C40.

Deadline for submission of bids is 2 p.m., July 6, in the office of Iceland Prime Contractor, Room 1702, 271 Church Street, New York, N.Y. 10013.

The Bill of Materials for this invitation to bid is numbered A90C and calls for a total of 332,700 pounds of reinforcement bars and small quantities of miscellaneous materials.

A copy of the Bill of Materials, Invitation to Bid and other information may be obtained on loan from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Copies of the previously announced invitations to bid and Bill of Materials for steel storage tanks and other related steel parts are also available from the Staff.

Nigeria needs equipment for telecommunications

The Government of Nigeria plans to mail bid specifications to qualified firms throughout the world about July 1 for revised Step III of the National Telecommunications Plan.

Specifications are divided into four parts: New switching systems, additions to eight existing exchanges, microwave links, and external local cable networks.

The tender No. is MC/GA.0854/S.4/C.13/332. Bid deadline is Oct. 24.

Firms who wish to bid on any part or combination of the project are invited to acknowledge their interest in writing to the Western Electric Co., Inc., 220 Church St., New York, N.Y. 10013. Attn: J. B. Gardner.

Specifications are available on a loan basis to firms located in the United States from the U.S. Department of Commerce, Communications Industries Division, BDSA-654, Washington, D.C. 20230. Telephone: 202-WO 7-4823.

Iraq extends bid deadline

Iraq's Ministry of Housing has extended the bid deadline from June 15 to July 17 for bidders to register and/or bid on the construction of a Teaching Hospital in Basra City. Of the $14 million estimated cost of the project, $10 million has already been allocated in the Iraqi 1965-69 Five Year Plan.

The contract for the hospital and buildings includes 505 beds; quarters for nurses, doctors and medical officers; civil, mechanical, electrical and sanitary works, and auxiliary buildings; site works; air-conditioning, ventilating, and heating; elevators; roads and pavements. (INTERNATIONAL COMMERCE, March 14, p. 28).

Tender documents and drawings are available for $700 (nonrefundable) from the Directorate General of Buildings (Main Building Projects Section), Ministry of Works & Housing, Salihiya (opposite New Iraq Museum), Baghdad.

World Trade Opportunities Cont'd to page 59

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192; U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **IRAQ**—Bid deadline extended from June 1 to July 16 to supply materials and construction of 16-story building for Ministry of Oil & Oil Administration, Baghdad. Estimated tender value $2 million. Tender No. 2/66, tender guarantee deposit required is $56,000. (INTERNATIONAL COMMERCE, March 14, p. 29). Documents can be inspected at Iraqui Embassies in Beirut, Cairo, London, Paris, Tokyo, Rome, and Washington, D.C. Bidders can purchase documents for $280 from Consulting Engineers or the Oil Planning & Construction Administration, Accounts Dept., 205 H/1 Abu Nuwas St., Baghdad.

161 Highway, street construction

● **LIBYA**—Widening and repair Nofilia road/Coastal road for about 7 miles. Terms and specifications available from Road Transport Dept., Tripoli or Benghazi for $56. Guarantee of $5,600 must accompany bid; successful bidder must deposit 10% of cost of tender. Bid deadline July 25; tender No. 900. Bids must show trade regulation number, issuing authority and type of work licensed for. Bidder must be able to comply with these conditions: (a) have not less than 5 years practical experience of road construction; must produce a certificate to this effect and have a civil engineer in his employ; (b) have available equipment, tools and materials needed for road construction, ownership documents should be produced together with complete list of equipment; and (c) be able to show financial viability. Secretary Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Copy of tender announcement only available.★ (Telephone: 202-967-3601).

201 Meat products

★★ **GUYANA—Trade Mission**

Skinless casings for wieners and sausage. Williams & Sons Meat Co. (manufacturer), 27 Saffon, Georgetown. WTD 3/17/66. TM 3X.

203 Canning, preserving food

★★ **NETHERLANDS ANTILLES—Trade Mission**

Institutional size canned vegetables, 150 cases every two months. St. Elizabeth Hospital, Breedestraat 193 (0), Curacao. WTD 3/25/66. TM 4.

Fruit concentrates (no citrus flavors), frozen or hot pack, for still drinks for pineapple, fruit punches of tropical fruits. Also coconut concentrate for mixing with skim milk and sugar. Curacao Beverage Bottling Co. (manufacturer), P.O. Box 95, Willemstad, Curacao. WTD 8/3/64. TM 14.

★★ **SURINAM—Trade Mission**

All types medium priced vegetables, both canned and frozen. Handelmaaschappij Woei A. Sjoe N.V. (importer), Jodenbreestraat 19-21, Paramaribo. WTD 2/21/66. TM 3.

California sardines packed in tomato sauce. J. L. Long A. Kiem N.V. (importer), Steenbakkerijstraat 66, Paramaribo. WTD 9/25/65. TM 7.

222 Broad woven fabric mills, manmade fiber, silk

★★ **GUYANA—Trade Mission**

Acetate taffeta, flocked printed nylon, plain dyed nylons, dyed satins. J. W. Potter & Co. (importer), 29 Main St., Georgetown. WTD 8/14/65. TM 5.

231 Men's, youths', boys' suits coats, overcoats

QATAR—Men's, youths', boys' suits, coats, overcoats. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

232 Men's, youths', boys' furnishings

QATAR—Men's, youths', boys' furnishings, work clothing, allied garments. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

233 Women's, misses', juniors' outerwear

QATAR—Women's dresses, suits, skirts, coats, similar outerwear and accessories. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

234 Women's, misses', children's, infants' under garments

QATAR—Women's and misses' underwear, nightwear, allied garments. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

WTD PRICE CHANGE

Effective on July 1, the charge for each World Trade Directory report will be raised from $1 to $2. The increase is in conformity with changes in the prices charged for other government publications and services.

240 Lumber, wood products

★★ NETHERLANDS ANTILLES—Trade Mission

Douglas fir and redwood lumber. Prices quoted must be c.i.f. Prospero Baiz & Co., Inc. (importer), P.O. Box 157, Willemstad, Curacao. WTD 11/5/65. TM 8.

242 Sawmills, planing mills

SPAIN—Sawn lumber. Direct purchase and exclusive agency for Spain. Maderas Esteba y Xicoy, S.L. (importer, wholesaler, retailer), Pujadas 104, Barcelona 5. WTD 5/18/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

GERMANY—Plywood for building industry. Requests quotations c.i.f. Hamburg or Bremen. Direct purchase and/or agency. H. Isserstedt Nachf. (importer, wholesaler, sales agent), 13 Berliner Strasse, 58 Hagen/Westf. WTD 3/18/66.

★★ NETHERLANDS ANTILLES—Trade Mission

Plywood, including plyform and crezon overlay plywood. Prices quoted must be c.i.f. Prospero Baiz & Co., Inc. (importer), P.O. Box 157, Willemstad, Curacao. WTD 11/5/65. TM 9.

259 Furniture, fixtures

★★ NETHERLANDS ANTILLES—Trade Mission

Hospital beds, 40 per year. St. Elizabeth Hospital, Breedestraat 193 (0), Curacao. WTD 3/25/66. TM 2.

261 Pulp mills

KOREA—Sulphite wood pulp. Direct purchase and agency. Wishes to represent supplier located preferably on west coast. Sungsan Trading Co. (offer agent), C.P.O. Box 859, Seoul. WTD 1/6/66.

262 Paper mills

PHILIPPINES—Newsprint; kraft bag paper. Direct purchase and agency. Mr. John Huang, Royal-Globe Corp. (importer, wholesaler, indentor), 503 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/16/65.

263 Paperboard mills

★★ GUYANA—Trade Mission

Unprinted or printed carton material for knockdown egg cartons, either smooth or pressed fiber type. Guiana Times Publishing Co. Ltd. (printer), 45 Robb St., Georgetown. WTD 5/19/66. TM 15.

264 Converted paper, paperboard products

ITALY—Kraft paper and decorative paper mainly intended for plastic laminated sheets. Laminati Pirelli Riv (manufacturer), Via Gaidano 121, Turin. WTD 5/18/66.

Kraft and decorative paper for plastic laminated sheets. Lamital S.p.A. (manufacturer), Via Cervino 21, Savigliano (Cueno). WTD 5/18/66.

PHILIPPINES—Printing paper, coated paper, solid bleached coated board. Direct purchase and agency. Mr. John Huang, Royal-Globe Corp. (importer, wholesaler, indentor), 503 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/16/65.

SWITZERLAND—Make-up papers, sanitary papers. Agency and direct purchase. Rola Reklame (importer, distributor), Tellstrasse 10, 3000 Bern. WTD in preparation.

★★ SURINAM—Trade Mission

Household paper products such as facial tissue, towels, toilet tissue. Handelmaaschappij Woei A. Sjoe N.V. (importer), Jodenbreestraat 19-21, Paramaribo. WTD 2/21/66. TM 4.

281 Industrial chemicals

GERMANY—Inorganic chemicals; solvents; organic chemicals, intermediate products and raw materials for chemical synthetis. Requests quotations f.o.b. U.S. ports or c.i.f. Rotterdam/Antwerp. Direct purchase and/or agency. "Brenntag" Mineraloel-, Chemikalien- und Schiffahrts-GmbH. (importer, wholesaler, exporter), 21-25 Reichspraesidentenstrasse, 433 Muelheim/Ruhr. WTD 5/18/66.

★★ GUYANA—Trade Mission

Price quotations for 6 ton/month on calcium hydrochlorate in 400 lb. drums; 5 ton/month sodium carbonate in 200 lb. bags. Globe Manufacturing Drug Co., 148 Regent & Alexander St., Georgetown. WTD 5/16/66. TM 14.

ITALY—Liquid and powdered barium/cadmium stabilizers. Requests replies in Italian. Nova Plastic S.p.A. (manufacturer), Frazione Saline, San Marzano Oliveto (Asti). WTD 5/23/66.

PAKISTAN—Coal tar dyes; chemicals of all kinds. S. Noor Din Taj Din (Registered) (importing distributor), Bazar Khandwala, Gujranwala. WTD 5/23/66.

Carbolic acid, crysalic acid, creosote, benzenehexachloride liquid gamaxime, DDT. Pervaiz Mfg. Co. Muslim St., Ichhra, Lahore. WTD 5/18/66.

SWITZERLAND—Tungsten carbide, special alloys. Agency and direct purchase. Courvoisier & Co. S.A. (importer, distributor), Rue Gottstatt 24, 2501 Bienne. WTD in preparation.

282 Synthetic materials

GERMANY—Plastic materials for rubber, adhesive, plastic, varnish and polyurethane industries. Request quotations f.o.b. U.S. ports or c.i.f. Rotterdam/Antwerp. Direct purchase and/or agency. "Brenntag" Mineraloel-, Chemikalien- und Schiffahrts-GmbH. (importer, wholesaler, exporter), 21-25 Reichspraesidentenstrasse, 433 Muelheim/Ruhr. WTD 5/18/66.

★★ GUYANA—Trade Mission

Plastic materials and synthetic resins including polyester resin for RFP molding, fiber glass mat and cloth for RFP molding, polystyrene beads for molding. B.G. Plastic Works (manufacturer), 31 Alexander St. Kitty, East Coast Demerara. WTD 5/10/66. TM 1.

Granular polyethylene (5-10 tons every 3 months) for plastic bags for use in a machine which will extrude tubing 100 to 150 mm wide and .015 to .15 mm thick. W. Sue Young, (manufacturer), P.O. Box 55, New Amsterdam. WTD 3/2/66. TM 6.

ITALY—Polyvinyl chloride in suspension; chloro-paraffin with high percentage of chlorine. Requests replies in Italian. Nova Plastic S.p.A. (manufacturer), Frazione Saline, San Marzano Oliveto (Asti). WTD 5/23/66.

Special phenolic and melamine resins. L.I.R.I. (Laminati Isolanti Resine Impregnazione) (manufacturer), Via Vernea, Nichelino (Turin). WTD 5/18/66.

Powdered melamine resins. Laminati Pirelli Riv (manufacturer), Via Gaidano 121, Turin. WTD 5/18/66.

Synthetic resins of polyvinyl chloride. Requests replies in French. Esercizi Periplast (manufacturer), Via Piave 9, Rivarolo Canavese (Turin). WTD 5/18/66.

★★ SURINAM—Trade Mission

Raw materials such as A.B.S. and P.V.C. to manufacture plastic shoes. Handelmaatschappij N.V. Woei A. Sjoe (manufacturer), Jodenbreestraat 19-21, Paramaribo. WTD 9/21/65. TM 1.

283 Drugs

PAKISTAN—Pharmaceutical chemicals and medicines. S. Noor Din Taj Din (Registered) (importing distributor), Bazar Khandwala, Gujranwala. WTD 5/23/66.

PANAMA—Vitamins preparations, analgesics, tranquilizers, medicines in general. Interested in agency-distributorship. Atodeco, S.A. (importer, agency, distributor), P.O. Box 4847, Panama, R.P. WTD 8/13/65.

SWITZERLAND—Slimming preparations, homeopathic products, tonic drugs and foods Agency and direct purchase. Rola Reklame (importer, distributor), Tellstrasse 10, 3000 Bern. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

★★ GUYANA—Trade Mission

Raw materials for manufacturing laundry soaps; 600 tons/annum tallow; 200 tons/annum fatty acids; 80 tons-annum slaked sodium hydroxide. Swan Manufacturing Co. Ltd. (importer, manufacturer), 28 Evans St., Georgetown. WTD 3/16/66. TM 26C.

PANAMA—Cosmetics and toilet preparations, all kinds. Interested in agency-distributorship. Atodeco, S.A. (importer, agency, distributor), P.O. Box 4847, Panama, R.P. WTD 8/13/65.

QATAR—Perfumes, cosmetics, toilet preparations for men, women, children. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

SWITZERLAND—Cosmetics, all kinds; toilet preparations. Agency and direct purchase. Rola Reklame (importer, distributor), Tellstrasse 10, 3000 Bern. WTD in preparation.

VENEZUELA—Cosmetics of all kinds. Sales agency or distribution for all of Venezuela. Quimica Lafaye, C.A. (importer, sales agent),

Aptdo. 11607, Chacao, Edificio Itaca, 4a. Avenida Los Palos Grandes, Caracas. WTD 5/17/66.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Paints for professional painting and hobby activities; aerosol paints; paints for summer cottages—wood protectives combined with paint. Direct purchase and agency. Joatin AB & Co. (importer, exporter, wholesaler, mfr., sales agent), Sehlstedtsgatan 11, Stockholm. WTD 5/12/66.

306 Fabricated rubber products

PHILIPPINES—Rubber beltings. Direct purchase and agency. Mr. A. G. Candelaria, Manager, Lanuza & Co., Inc. (importer, wholesaler, retailer, indentor), 443 Sales, Box 3611, Manila. WTD 6/10/65.

307 Plastic products

MALTA—Novelty plastics products, particularly household, kitchen articles. Direct purchase and agency. Galdies (importer, wholesaler, manufacturers' representative), 38 Old Theater St., Valletta. WTD 1/7/66.

QATAR—White vinyl plastic street markings (traffic marking tape). Mir Shahabeddin Riahi & Co. (importer, retailer, wholesaler, commission agent), P.O. Box 107, Doha. WTD 4/26/66.

★★ SURINAM—Trade Mission

Polyethylene bottles for chemical use (sizes 2 oz. to 16 oz.) minimum quantity 25,000. N. V. Handelmij H. I. Hussain Ali (manufacturer), Jodenbreestraat 51, Paramaribo. WTD 10/27/65. TM 6.

322 Glass, glassware

GIBRALTAR—Glassware, ornamental, handmade and machine made. Universal Suppliers (importer, wholesaler, retailer), 28 City Mill Lane, Gibraltar. WTD 5/16/66.

MALTA—All types of domestic glassware, including ovenware. Galdies (importer, wholesaler, mfrs.' representative), 38 Old Theater St., Valletta. WTD 1/7/66.

★★ SURINAM—Trade Mission

Glass jars and caps (1¾ oz. to 7 oz.), miniature essence bottles (1¾ oz., 3 oz., and 6 oz.) both in minimum quantities of 25,000. N. V. Handelmij. H. I. Hussain Ali (manufacturer), Jodenbreestraat 51, Paramaribo. WTD 10/27/65. TM 5.

326 Pottery, related products

ITALY—Chandeliers, ceramic and china knickknacks for house furnishings. Direct purchase and agency. Luigi Riva (importer, agent), Via Cibrario 33, Turin. WTD 5/17/66.

327 Concrete, gypsum, plaster products

KUWAIT—Concrete clinkers, standard Portland, for use in grinding plant for cement and drilling chemicals; 50 tons per year. Requests f.o.b. and c.i.f. quotations. Ernest Haynes, Magcobar Kuwait W.L.L. (importer, retailer, manufacturer), P.O. Box 4544, Kuwait. WTD 5/2/66.

329 Abrasive, asbestos, nonmetallic mineral products

● **BURMA**—Asbestos packing and jointing of various thicknesses and dimensions, some for high pressure steam. Also graphite pipe joint compound, graphite powder or flake and asbestos sheets. Total quantity several thousand pounds. Enquiry No. 316/(T) Const.-BR/65-66, bid deadline July 20. The Chairman, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-WO 7-5624).

PHILIPPINES—Rubber gaskets. Direct purchase and agency. Mr. A. G. Candelaria, Manager, Lanuza & Co., Inc. (importer, wholesaler, retailer, indentor), 443 Sales, Box 3611, Manila. WTD 6/10/65.

331 Steel mill products

● **CEYLON**—Railway tires for carriages, wagons and locomotives; 2,620 required. Tender for the Supply of Carriage and Wagon Tires, bid deadline Aug. 13. Chairman, Tender Board, Ministry of Communications, Ceylinco House, Colombo 1. Copies of tender documents can be obtained on written application (Ref. No. 251) from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

HONG KONG—Steel sheets, stainless and cold rolled; galvanized steel wire shorts; tinplate strips; tinplate waste. Kosmos Trading Company (importer, exporter), 7th Floor, Flat I, Liu Chong Hing Bank Bldg., Kowloon, Hong Kong. Cable: KOSMOSTRADE. WTD in preparation.

● **INDIA**—Seamless steel tubing: 1,788 meters of high tensile, superior quality and normalized, size range 45 mm. O.D. x 10 mm. wall to 83 mm. O.D. x 18 mm. wall; 751 meters of seamless black steel tubing, normalized or annealed, sizes 60 mm. O.D. x 10 mm. wall and 108 mm. O.D. x 20 mm. wall and 2,280 meters of annealed seamless black tubing, size range, 76 mm. O. D. x 7 mm. wall to 191 mm. O.D. x 20 mm. wall. Tender No. BEML/IC 4386/II/YB/028-66, bid deadline June 27. Bharat Earth Movers, Ltd. Hindustan Aircraft P.O., Bangalore 17.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Tin plates; 18″ x 24″, 29″ x 30″, 30″ x 40″; gauges 28, 30, 31; misprints, assorted. Pervaiz Mfg. Co., Muslim St., Ichhra, Lahore. WTD 5/18/66.

PHILIPPINES—Stainless steel pipes, tubes, shaftings, bars, sheets, fittings. Mr. Cheng Tay San, General Manager, The Alps Merchandising Co. (importer, wholesaler, retailer), 114 A. Bonifacio, Quezon City. WTD 8/11/65.

SWITZERLAND—Stainless steel in sheets, strips, bars; special alloys. Courvoisier & Co. SA (importer, distributor), Rue Gottstatt 24, 2501 Bienne. WTD in preparation.

● **TURKEY**—Pipe and fittings: Includes 200 meters of ½″ and 2,000 meters of 6″ seamless line pipe. Tender for Supply of Pipe, Fittings & Valves, bid deadline July 18. Petrol Ofisi Genel Mudurlugu, Malzeme Mudurlugu, Ankara-Turkey (Department of Procurement, General Directorate of Petrol Office).★ (Telephone: 202-WO 7-2363).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sagn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 589977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5367.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 3-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

332 Steel foundries

● **INDIA**—Railway trackwork: 60 sets of points, crossings and switches. Tender No. 501/11/084/21-7-65, bid deadline July 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/2020), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee, $2.10 each, payable in advance (not refundable). One only copy may be examined in the U.S. Department of Commerce, Irron & Steel Division, Rm. 4224, Washington, D.C.

335 Rolling, drawing, extruding nonferrous metals

PHILIPPINES—Brass fittings, pipes, tubes, sheets, rods. Mr. Cheng Tay San, General Manager, The Alps Merchandising Co. (importer, wholesaler, retailer), 114 A. Bonifacio, Quezon City. WTD 8/11/65.

343 Heating apparatus, plumbing fixtures

PHILIPPINES—Copper tubes and fittings for refrigeration. Mr. Cheng Tay San, General Manager, The Alps Merchandising Co. (importer, wholesaler, retailer), 114 A. Bonifacio, Quezon City. WTD 8/11/65.

344 Fabricated structural metal products

GERMANY—Builders' fittings for windows and doors; light metal window frames. Re-

quests quotations c.i.f. Hamburg or Bremen. Direct purchase and/or agency. H. Isserstedt Nachf. (importer, wholesaler, sales agent), 13 Berliner Strasse, 58 Hagen/W. WTD 3/18/66.

346 Metal stampings

MALTA—Kitchen utensils, porcelain enameled. Galdies (importer, wholesaler, mfrs.' representative), 38 Old Theater St., Valletta. WTD 1/7/66.

348 Fabricated wire products

PHILIPPINES—Welding rods, for acetylene welding and cutting apparatus. Mr. Cheng Tay San, General Manager, The Alps Merchandising Co. (importer, wholesaler, retailer), 114 A. Bonifacio, Quezon City. WTD 8/11/65.

349 Fabricated metal products

● **COLOMBIA**—Design, manufacture and supply of special valves for the water conduction and distribution system of the Medellin aqueduct. Bid deadline is June 30. Terms and specifications may be obtained for $5 from Empresas Publicas de Medellin, Edificio Miguel de Aguinaga, Seccion de Importaciones, Oficina 607, Medellin.

PHILIPPINES—Expansion valves, refrigeration. Direct purchase and agency. Mr. A. G. Candelaria, Manager, Lanuza & Co., Inc. (importer, wholesaler, retailer, indentor), 443 Sales, Box 3611, Manila. WTD 6/10/65.

Cast iron and steel gate valves, globe valves and fittings, industrial. Mr. Cheng Tay San, General Manager, The Alps Merchandising Co. (importer, wholesaler, retailer), 114 A. Bonifacio, Quezon City. WTD 8/11/65.

351 Engines, turbines

ECUADOR—Low capacity electric power plants. Mecanos S.A.C. (importer), Calle Pedro Carbo 315, Casilla 5608, Guayaquil. WTD 5/25/66.

★★ GUYANA—Trade Mission

Marine diesel engines, light weight, 10 to 60 hp. Divers Supplies (importer), 36 High & Leopold Sts., Georgetown. WTD 2/18/66. TM 11.

★★ NETHERLANDS ANTILLES—Trade Mission

Outboard motors. Antilliaanse Luchtvaart Maatschappij N.V. (airline), Dr. Plesman Airport, Curacao. WTD 6/11/65. TM 11.

THAILAND—Spare parts for Cummins, GM, Hercules, Continental, Buda, Caterpillar and International Harvester diesel and gasoline engines. Requests catalogs and price lists. Wongwaiwit Machine Tools Co. Ltd. (manufacturer, wholesaler, retailer), 190 Samrong North, Sukhumvit Rd., Samudprakarn. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **CHILE**—Supply of 66 fork lift trucks—60 with a 6,000 lb. capacity, 6 with a 15,000 to 16,000 lb. capacity, including necessary spares. Tender No. 3-966, bid deadline July 5. Although not a prerequisite, it is advisable that bidders be legally represented in Chile. Direccion de la Empresa Portuaria de Chile, Depto. de Abastecimiento, Blanco 839, Valparaiso. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

KUWAIT—Oil extraction and oil field equipment; oil measuring, dispensing, refining equipment; seals and "O" rings; hand oilers; sulphuric, hydrochloric, nitric, other acids; metal pipes and tubes; check valves. Abdulla Isa al-Saleh (for Isa al Saleh & Sons) (importer, retailer, wholesaler, commission agent), P.O. Box 806, Kuwait. WTD 2/17/65.

★★ NETHERLANDS ANTILLES—Trade Mission

Forklifts and mobile cranes. N.V. Winkel's Handelmaatschappij (importer), Wilhelmina Straat 74, Oranjestad, Aruba. WTD 4/29/66. TM 10.

Small complete turn-key ready mix concrete plant. Cempo N.V., L.G. Smith Blvd. (manufacturer), Oranjestad, Aruba. WTD 5/10/65. TM 13.

● **TURKEY**—28 carrier mounted 6 x 6 dragline, ¾ cu. yd. 20 ton (class 10-65) crane and one backhoe attachment, diesel powered. Tender No. 66-16T-51, bid deadline June 27. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik-Ankara.★ (Telephone: 202-WO 7-5566).

● 15 paving breakers, air operated, approx. 90 psi pressure, 2″ x 5″ cylinder, maximum weight 60 lb., 26″ length, bare; equipped with 18″ moil points, chisel bits and wedge points. Tender No. 66-16T-33, bid deadline June 21. DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Etlik-Ankara.★ (Telephone: 202-WO 7-5566).

● **URUGUAY**—5,000 motor grader cutting edges 5⅛″ x 8″ x 6′, Rockwell C-40 hardness. Only established firms located in Uruguay may participate in public bids. Tender No. 7-1966, bid deadline June 23. Direccion de Vialidad Nacional, Ministerio de Obras Publicas, Seccion Licitaciones, Av. Uruguay 1120, Montevideo.★ (Telephone: 202-WO 7-5566).

VENEZUELA—Materials handling equipment, fork lift trucks. Distribution for all of Venezuela. Requests replies in Spanish. Gleason & Cia., S.A. (importer, distributor, sales agent), Aptdo. 2432, Edificio Internacional, Avenida Urdaneta, Caracas. WTD 5/18/66.

354 Metalworking machinery

BAHRAIN—Double rolling mills for production of goldsmith's sheets and wires. Sadiq & Taqi al-Baharna (importer, retailer, wholesaler, commission agent), P.O. Box 179, Manama. WTD 5/9/66.

BRAZIL—Automatic machines for manufacturing hollow aluminum rivets for automobile and truck brake linings. Direct purchase for own use. E.M.S. Metalurgica Ltda. (manufacturer), Avenida Automovel Clube 2065, Rio de Janeiro ZC-38, Estado da Guanabara. WTD 11/29/65.

JAPAN—Automatic lathes for making precision miniature machine screws with outside diameters 1.5-4 mm and 4-8 mm. Fuji Industrial Co., Ltd. (exporter, importer), 7-7 Chuo-cho 2-chome, Meguro-ku, Tokyo. WTD 5/17/66.

● **SOUTH AFRICA**—Complete universal beam mill and ancillary equipment. Tender No. P.855, bid deadline Aug. 15. The Commercial Manager, South African Iron & Steel Industrial Corp., Ltd., Box 450, Pretoria. Complete specifications and bidding conditions available from The Commercial Manager with deposit of $140, refundable at receipt of tender.

★★ SURINAM—Trade Mission

Semi-automatic equipment to assemble knocked-down cans, sizes No. 1, No. 2, and No. 10 in small capacity, including body shaper, flanger and lid seamer. Devan Agencies, Inc. (manufacturer), Tourtonnelaan 72, P.O. Box 1901, Paramaribo. WTD 12/8/64. TM 2.

355 Special industry machinery

● **CEYLON**—Supply of two heavy duty veneer lathes—one with a 100″ peeling width and a 102″ knife wet veneer clipper with mechanical clutch and brake, coupled to a 40 ft. chain or belt conveyor; and one with a 64″ peeling width and a 66″ knife wet veneer clipper with a mechanical clutch and brake also coupled to a 40 ft. chain or belt conveyor. Bid deadline is August 20. The Chairman, Ceylon Plywoods Corp., 420 Bauddhaloka Mawatha, Colombo 7.★ (Telephone: 202-WO 7-5589).

★★ GUYANA—Trade Mission

New or used equipment to manufacture undershirts and underpants in small quantities. Thani Bros. (importer), A & B Water St., Georgetown. WTD 2/18/66. TM 2.

Complete automated soap manufacturing production line with capacity of 8 tons per day, including plodder (kneader), vacuum cooling equipment and extruder; soap wrapping machine for P.V.C. film with capacity of 120 bars per minute. Swan Manufacturing Co. Ltd., 28 Evans St., Georgetown. WTD 3/16/65. TM 26A.

Sausage stuffer equipment. William & Sons Meat Co. (manufacturer), 27 Saffon, Georgetown. WTD 3/17/66. TM 4.

Blow molding or extrusion equipment for polypropylene films for use in packaging bakery goods. Edward B. Beharry & Co. Ltd. (manufacturer), 191 Charlotte St., Georgetown. WTD 2/15/66. TM 7.

Canning and food processing equipment for tropical fruits and juices such as mango and papaya. Edward B. Beharry & Co., Ltd. (manufacturer), 191 Charlotte St., Georgetown, WTD 2/15/66. TM 8.

Equipment to produce ketchup (catsup) in small quantities. M.S. Ali-Shaw (manufacturer), 67 Croal St., Georgetown. WTD 5/10/66. TM 10.

Equipment and technical advice required to expand existing production of concrete septic tanks for use in areas where water table is 3-4 ft. S. Wreford & Co., Ltd. (manufacturer), P.O. Box 57, Strand, N/A., Berbice. WTD 5/13/66. TM 13.

Equipment to manufacture cereal from rice and corn with capacity of one million lb. per year. S. Wreford & Co., Ltd. (manufacturer), P.O. Box 57, Strand N/A., Berbice. WTD 5/13/66. TM 12.

IRAQ—Machines to produce knitted pullovers; ice cream; screen wire for windows. Said Bello (importer, wholesaler, retailer, agent), P.O. Box 53, Hadid Bldg., Jumhuriya St., Mosul. WTD 6/11/65.

★★ NETHERLANDS ANTILLES—Trade Mission

Equipment to manufacture small quantities of plastic housewares and bottles using polyethylene and P.V.C. Suffisant Shopping Center (importer), Suffisant, Willemstad, Curacao. WTD 9/10/65. TM 6.

Equipment to manufacture plastic bottles for limited local market of 20,000. Curacao Laboratories Ltd. (manufacturer), P.O. Box 159

Landhuis Chobolobo, Salina, Curacao. WTD 11/12/65. TM 7.

Mechanical cow to make reconstituted milk. St. Elizabeth Hospital, Breedestraat 193 (0), Curacao. WTD 3/25/66. TM 3.

PAKISTAN—Citric acid plant, capacity 3 tons per day, using sugar cane molasses; requires technical assistance. Pervaiz Mfg. Co., Muslim St., Ichhra, Lahore. WTD 5/18/66.

★★ SURINAM—Trade Mission

Equipment to manufacture plastic shoes and R.F.P. corrugated sheets. Handelmaastschappij N.V. Woei A. Sjoe (manufacturer), Joden Breestraat 19-21, Paramaribo. WTD 9/21/65. TM 8.

356 General industrial machinery

● **IRAN**—Bid deadline extended from May 30 to July 19 for the procurement of 11 units of electro pumps, three phase, 380 volts, 50 period; 4 units for hot water, 7 units for cold water (INTERNATIONAL COMMERCE, April 25, p. 33). Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-2939).

● **SOUTH AFRICA**—900 ton inactive hot mixer to be installed in satisfactory operating condition at Rotor Furnace Steel Plant, Iscor Works, Pretoria. Tender No. P.854, bid deadline Aug. 5. The Commercial Manager, South African Iron & Steel Industrial Corp., Ltd., Box 450, Pretoria, Transvaal. Bidding conditions and drawings may be obtained from the Commercial Manager after deposit of 50 Rand ($70) which is refundable upon receipt of tender.

SPAIN—Ball and roller bearings. Industrias Copreci, S.C.I. (manufacturer), Barrio San Martin, Arechavaleta, Guipuzcoa. WTD 5/17/66.

358 Service industry machines

ECUADOR—Gasoline pumps and air compressors. Mecanos S.A.C. (importer), Calle Pedro Carbo 315, Casilla 5608, Guayaquil. WTD 5/25/66.

★★ GUYANA—Trade Mission

Refrigeration equipment including compressors and blowers for 650 cu. ft. zero freezer and 300 cu. ft. 40°F freezer, wired for 220 volts, 50 cycles, 3 phase current. Success Poultry Farms (importer), Pln. Success, East Coast Demerara. WTD 4/15/66. TM 9.

★★ NETHERLANDS ANTILLES—Trade Mission

Walk-in freezer, 4 meters by 7 meters. St. Elizabeth Hospital, Breedestraat 193 (0), Curacao. WTD 3/25/66. TM 5.

PHILIPPINES—Refrigeration and air conditioning equipment. Direct purchase and agency. Mr. A. G. Candelaria, Manager, Lanuza & Co., Inc. (importer, wholesaler, retailer, indentor), 443 Sales, Box 3611, Manila. WTD 6/10/65.

365 Radio, television receiving sets

BAHRAIN—Television sets, 23". Sadiq & Taqi al-Baharna (importer, retailer, wholesaler, commission agent), P.O. Box 179, Manama. WTD 5/9/66.

GIBRALTAR—Tape recorders, magnetic tapes and accessories. Universal Suppliers (importer, wholesaler, retailer), 28 City Mill Lane, Gibraltar. WTD 5/16/66.

KUWAIT—Language laboratory equipment. Direct purchase and agency. Photo & Cine Equipment Co. (importer), P.O. Box 270, Kuwait. WTD 4/24/66.

366 Communication equipment

BAHRAIN—High-gain television antennae. Sadiq & Taqi al-Baharna (importer, retailer, wholesaler, commission agent), P.O. Box 179, Manama. WTD 5/9/66.

371 Motor vehicles, motor vehicle equipment

DOMINICAN REPUBLIC—Replacement parts for Mack truck models LJSW, LJSWX, B83SX, A51H. Mercantil Antillana, C. por A. (importer, wholesaler, retailer), P.O. Box 791, Calle 30 de Marzo, Santo Domingo. WTD 3/30/66.

372 Aircraft, parts

★★ NETHERLANDS ANTILLES—Trade Mission

Small aircraft. Antilliaanse Luchtvaart Maatschappij N.V. (airline), Dr. Plesman Airport, Curacao. WTD 6/11/65. TM 12.

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of one air draft dryer cabinet for cooling to —60°C and heating to 150°C. Tender No. AEE/P/CAP/12231, bid deadline June 20. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Third Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

SWITZERLAND—Precision instruments, control and automation devices, scientific apparatus for industrial applications; also components. Agency and direct purchase. Pyror Electric SA (manufacturer, distributor), chemin du Centurion, 1227 Carouge-Geneva. WTD in preparation.

383 Optical instruments

GIBRALTAR—Photographic lenses; projection lenses; binoculars; field glasses. Universal Suppliers (importer, wholesaler, retailer), 28 City Mill Lane, Gibraltar. WTD 5/16/66.

384 Surgical, medical, dental instruments

★★ NETHERLANDS ANTILLES—Trade Mission

Complete recovery room equipment for 11 beds. St. Elizabeth Hospital, Breedestraat 193 (0), Curacao. WTD 3/25/66. TM 1.

386 Photographic equipment, supplies

BAHRAIN—Photocopying paper, chemically treated. Sadiq & Taqi al-Baharna (importer, retailer, wholesaler, commission agent), P.O. Box 179, Manama. WTD 5/9/66.

KUWAIT—Microfilm equipment. Direct purchase and agency. Photo & Cine Equipment Co. (importer), P.O. Box 270, Kuwait. WTD 4/24/66.

QATAR—Photographic apparatus, equipment, attachments, supplies and accessories for nonprofessional photographers. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

● **VIET-NAM**—Supply of photographic equipment including, but not limited to, the following: one 16 mm. camera; one 16 mm. projection set with motion picture sound; one 35 mm. slide projector; one set intercom set master. Tender No. 2217-18056, bid deadline June 24. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

391 Jewelry, silverware, plated ware

ITALY—Pewter articles and other novelty plated ware for house furnishings. Direct purchase and agency. Luigi Riva (importer, agent), Via Cibrario 33, Turin. WTD 5/17/66.

Come out in the open—quote c.i.f. prices

If you want to offer merchandise to one of the advertisers in these pages tell him what it will cost him delivered to a port in his own country, before he pays the import duty imposed by his own country. Don't make him guess.

You can figure the inland insurance and freight to shipside to be added to your f.o.b. factory cost far more accurately than he can. You know how far you are from the port and by what means and routing you will get the goods to the dock. He can only guess—and foreign businessmen are as reluctant to guess their way through a deal as you are.

But don't stop at the dock. Figure in the marine insurance and ocean freight to the buyer's port, because if you leave that part to him the chances are both the insurance and shipping business will be lost to American firms and the return lost to the U.S. balance of payments.

An f.o.b. price is a puzzle.

A c.i.f. price is a hard fact on which a buyer can act.

Ask the Commerce Department Field Office.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—All types of fishing tackle. Direct purchase and agency. Geo. W. McPherson Pty. Ltd. (importer, wholesaler, manufacturer), 498 Rode Rd., Chermside, Brisbane. WTD 11/23/65.

LIBYA—Toys of all kinds, picnic sets, beach articles. Shebani Toys Shop (wholesaler, re-

tailer), Sharia Istiklal, P.O. Box 403, Benghazi. WTD 5/18/66.

QATAR—Indoor games, game sets, toys, dolls, amusement articles for children and youths, amusement and sporting goods. Direct purchase and agency. al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

396 Costume jewelry, novelties, buttons, notions

QATAR—Costume jewelry and costume novelties made of non-precious material, for men and women. Direct purchase and agency. Al-Bazar General Trading & Contracting (importer, retailer, wholesaler, commission agent), P.O. Box 888, Doha. WTD 4/26/66.

503 Dry goods, apparel

TRINIDAD—Dress lengths with patterns attached—sizes 33, 36, 38. Albert Farah & Co., Ltd. (importer, wholesaler, retailer), 33 High St., San Fernando. WTD 5/19/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complemenary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Transport and service firm wants c.i.f. prices on cars, portable buildings, kitchens

A Saudi Arabian firm planning to start a pilgrim transport and service business seeks catalogs and information, with quotations c.i.f. Jidda, on the following equipment:

- Motor vehicles: 120 55-passenger autobuses; 50 5-passenger cars; 15 9-passenger station wagons; 10 double-cabin pick-up trucks, 1½-ton cargo; 5 trucks, 5-ton cargo.
- Portable prefabricated buildings, moderate in cost, to accommodate a total of 5,000 persons; each building to accommodate 4 to 10 persons for a stay of five or six days; design proposals required.
- Portable field kitchens to serve approximately 5,000 persons in groups of 100.

Write: Anwar Abuel Gadayel & Sons, P.O. Box 72, Jidda, Saudi Arabia.

NATO construction jobs in Turkey open to complete bids

Turkey's Ministry of Public Works will accept complete bids for the construction of buildings and miscellaneous works at two places in central and eastern Turkey. The project's approximate total cost is $533,139.

U.S. firms who want to participate must submit letters of interest by June 27 to the Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit, Tesisleri Insaat Reisligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey.

Copies of the notification of call for bids including copies of specially designated Turkish questionnaires are available from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Quick-frozen meat products (cuts, from beef and other bovine animals); quick-frozen livers; quick-frozen kidneys and brains, including choice meat products, lamb and mutton brains; in packages of approx. 6.5 and 20 lb. each. Agency for France or section thereof. Requests replies in French. Claude Bernard Pujos (sales agent), 18 Place de la Daurade, 31-Toulouse, Haute-Garonne. WTD 9/10/65.

203 Canning, preserving food

FRANCE—Quick-frozen salmon and sea foods of good quality, including shellfish. Agency for France or section thereof. Requests replies in French. Claude Bernard Pujos (sales agent), 18 Place de la Daurade, 31-Toulouse, Haute-Garonne. WTD 9/10/65.

Canned goods, principally canned salmon and crab meat. Also canned vegetables and fruits. Antonio Pinero (broker, sales agent), 16 Cours du Chapeau-Rouge, 33-Bordeaux, Gironde. WTD 5/24/66.

220 Textile mill products

VIET-NAM—Fabrics of all kinds, especially men's suiting materials. International Manufacturers Agency (manufacturers' representative), 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

230 Apparel

DOMINICAN REPUBLIC—Men's and women's clothing of all kinds. Requests replies in Spanish. Rafael Capellan (importer, wholesaler, retailer, manufacturer), Avenida Mella No. 158, Santo Domingo. WTD in preparation.

271 Newspapers

PHILIPPINES—Old newspapers and overissues. Mr. B. H. Lee, General Manager, New Foundation Trading, Inc. (importer, wholesaler, indentor, exporter), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

281 Industrial chemicals

PHILIPPINES—Industrial chemicals for manufacture of paper, textiles, paints, rubber. Mr. B. H. Lee, General Manager, New Foundation Trading, Inc. (importer, wholesaler, indentor, exporter), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

301 Tires, tubes

VIET-NAM—Tires and tubes of all sizes for passenger cars and trucks. Requests full details, catalogs, price lists. Universe Trade Agency (manufacturers' representative), 168 Tran Hung Dao, Saigon. WTD 5/20/66.

306 Fabricated rubber products

PAKISTAN—Balloon ML-51, pilot; 6″, black or dark blue, 6660-224-7042. Requests quotations c.&f. Karachi. Akhtar Trading Corp. (importer), Nadir House, McLeod Rd., Karachi 2. WTD 5/12/66.

329 Abrasive, asbestos, nonmetallic mineral products

VIET-NAM—Abrasive paper and cloth. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

342 Cutlery, hand tools, general hardware

PHILIPPINES—Power and hand tools for mechanics, carpenters, others. Mr. B. H. Lee, General Manager, New Foundation Trading, Inc. (importer, wholesaler, indentor, exporter), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

351 Engines, turbines

VIET-NAM—Small diesel engines, 100-150 h.p., gasoline engines, 2-150 h.p. Requests full details, catalogs, price lists. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

Diesel engines, 5-100 h.p. Universe Trade Agency (manufacturers' representative), 168 Tran Hung Dao, Saigon. WTD 5/20/66.

352 Farm machinery

PAKISTAN—Agricultural tractors, parts and accessories. Requests catalogs, quotations c.&f. Karachi. Pervez Trading Co. (importer), 4th floor, Mohammadi House, McLeod Rd., Karachi. WTD 5/10/66.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Spare parts for industrial tractors. Requests quotations c.&f. Karachi. Pervez Trading Co. (importer), 4th floor, Mohammadi House, McLeod Rd., Karachi. WTD 5/10/66.

354 Metalworking equipment

VIET-NAM—Automotive reconditioning equipment, including crankshaft grinder. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

357 Office, computing, accounting machines

VIET-NAM—Office machines, including typewriters, calculating machines, duplicating machines. Requests full details, catalogs, price lists. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

358 Service industry machines

DOMINICAN REPUBLIC—Room air conditioning units for home and office. R. Alejandro Melo S. (manufacturer), Calle Luis Ml. Caceres M. (Tunti) No. 285, Santo Domingo. WTD in preparation.

VIET-NAM—Ammonia compressors for use in ice plant. Requests full details, catalogs, price lists. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

362 Electrical industrial apparatus

VIET-NAM—Alternators and diesel generators. International Manufacturers Agency, 129-131 Bui Huu Nghia, Cholon. WTD 5/20/66.

363 Household appliances

DOMINICAN REPUBLIC—Stoves, refrigerators, washing machines, electric irons, electric fans. R. Alejandro Melo S. (manufacturer), Calle Luis Ml. Caceres M. (Tunti) No. 285, Santo Domingo. WTD in preparation.

364 Electric lighting, wiring equipment

DOMINICAN REPUBLIC—Outlet, switch and fuse boxes. Baquero Hermanos, C. por A. (commission agent), Post Office Box 651, Edificio Baquero, El Conde esq. Hostos, Santo Domingo. WTD in preparation.

365 Radio, television receiving sets

DOMINICAN REPUBLIC—Radio and television receiving sets for home use. R. Alejandro Melo S. (manufacturer), Calle Luis Ml. Caceres M. (Tunti) No. 285, Santo Domingo. WTD in preparation.

367 Electronic components, accessories

PAKISTAN—Antenna AT-234/APX 25, aerial mast ZA/CAN-1047; microphone for TA-1/PT TA-12/PT; earphone for H-33/PT; headset AN/PRS-3 and allied equipment. Requests catalogs, quotations c.&f. Karachi. Akhtar Trading Corp. (importer), Nadir House, McLeod Rd., Karachi 2. WTD 5/12/66.

PHILIPPINES—Electronic accessories, including television and radio parts. Mr. B. H. Lee, General Manager, New Foundation Trading, Inc. (importer, wholesaler, indentor, exporter), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Spare parts for trucks. Requests quotations c.&f. Karachi. Pervez Trading Co. (importer), 4th floor, Mohammadi House, McLeod Rd., Karachi. WTD 5/10/66.

PHILIPPINES—Automotive and truck spare parts. Mr. B. H. Lee, General Manager, New Foundation Trading, Inc. (importer, wholesaler, indentor, exporter), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

391 Jewelry, silverware, plated ware

HONG KONG—Jewelry, precious metal; silverware and plated ware. Seeks exclusive representation for Hong Kong, Singapore, Thailand, Philippines, Taiwan. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong. (Mr. Donald C. Soper) Cable: PIMSTOCK. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Costume jewelry, costume novelties, ornaments made of all materials except precious metal, precious or semiprecious stones. Seeks exclusive representation for Hong Kong, Singapore, Thailand, Philippines, Taiwan. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper) Cable: PIMSTOCK. WTD in preparation.

399 Manufacturing industries

HONG KONG—Cigarette lighters. Seeks exclusive representation for Hong Kong, Singapore, Thailand, Philippines, Taiwan. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper) Cable: PIMSTOCK. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

206 Sugar

BRAZIL—Buying agent desires exclusive representation of American sugar brokers in direct purchase of raw sugar from Brazilian Institute of Sugar and Alcohol. SIMAP Sociedade Importadora de Materias Primas Ltda., Avenida Presidente Vargas 542, 10° andar, grupo 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

233 Women's, misses', juniors' outerwear

HONG KONG—Women's and misses' dresses and blouses: beaded, brocade, lace, embroidered. Seeks to act as buying agent in Hong Kong for U.S. wholesale importers. Pearl Investment Managers, Ltd., P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods, sawn or in logs; direct sale or through well-established agents. MABRA-Madeiras Brasileiras Ltda., Edificio Banco Mineiro da Producao, Avenida Governador Bley, 8° andar, grupo 812/813, Vitoria, State of Espirito Santo; or Caixa Postal 860, Vitoria. WTD 5/24/66.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Joatin coat paint, a plastic texture material developed for use on interior surfaces. Brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Joatin AB & Co. (importer, exporter, manufacturer, wholesaler, sales agent), Sehlstedtsgatan 11, Stockholm. WTD 5/12/66.

317 Handbags, personal leather goods

HONG KONG—Women's and misses' handbags: beaded, brocade, laced, embroidered. Seeks to act as a buying agent for United States wholesale importers. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

366 Communication equipment

HONG KONG—Miniature walkie-talkie radios. Seeks to act as buying agent in Hong Kong for U.S. wholesale importers. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

385 Ophthalmic goods

HONG KONG—Sunglasses, with radio. Seeks to act as buying agent for U.S. firms. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

394 Toys, amusement, sporting, athletic goods

HONG KONG—Doll's clothing made to designs and specifications. Seeks to act as buying agent for U.S. wholesale importers. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

399 Manufacturing industries

HONG KONG—Christmas decorations. Seeks to act as buying agent for U.S. wholesale importers. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). Cable: PIMSTOCK. WTD in preparation.

509 Miscellaneous wholesalers

TANZANIA—All types of scrap metals, brass, bronze, copper, lead, steel; battery plates. Items such as mangrove bark, clove and stem oil, cottonseed oil, grapefruit, beeswax, sunflower seeds, castor seeds, ground nuts, ivory, rhinoceros' horns, tortoise shells, elephant tails, sea shells, raffia, African wood carving, animal bones, coconut shells. Jaffer Alloo (junk dealer), P.O. Box 165, Zanzibar. WTD 5/18/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Pedro L. Oppenheimer, engineer, and Ceferino Alvarez, Chief of the Purchasing Dept., Bonafide S.A.I.C., Gavilan 1055, Buenos Aires, **interested in contacting U.S. executives of chain stores, supermarkets, large food distribution firms and in visiting ice cream plants and dairies.** Last of May via New York for one month. c/o Grant's Advertising Inc., 405 Park Ave., New York, N.Y. 10022. Itinerary: New York, Boston, Washington, Los Angeles, Detroit. WTD in preparation.

AUSTRALIA—B. Hylander, representing B. Hylander, 19 McCubbin St., Burwood, Victoria, **interested in new products for the homeowner.** Middle of June via New York for one month. c/o Murawa, 3045 Godwin Terrace, New York, N.Y. 10463. Itinerary: New York, Los Angeles, San Francisco, Las Vegas, Honolulu. WTD in preparation.

AUSTRIA—A study trip to the United States for 35-40 Austrian and West German plastic products manufacturers was organized by the Austrian Society for the Promotion of Plastic Techniques (GFKT-Gesellschaft zur Foerderung der Kunststofftechnik), 9 Severingasse, A-1090 Vienna, and the West German Association of the Plastic Processing Industry (GKV-Gesemtverband Kunststoffverarbeitende Industrie e.V.) June 3 for an 18-day tour. The leader of the group is Dkfm. Richard Bausback, representative of the Austrian firm Organchemie, and member of the GFKT Board. **Primary interests of the group are in processing equipment, production techniques, know-how, production licenses for patented finished products.** Itinerary: June 12-15, Cleveland, Akron, Elyria, Leamington; June 16-17, Buffalo, Syracuse; June 18, Springfield, Mass.; June 19-20, New York. The group may be contacted through the Austrian Trade Delegate, 31 E 69th St., New York, N.Y.

COSTA RICA—Mariano Goicoechea N., Director, local Costa Rican Chamber of Industries, Manager, Calcetera Nacional Ltda, & partner, Calzadora Costarriense, S.A., San Jose, **interested in visiting plants which manufacture plastic footwear and hosiery.** June 16 via Miami for five days. WTD under revision.

Ronald Odio H., legal counsel, local Costa Rican Chamber of Industries, **interested in informal connections with law firm which specializes in industrial development in Latin America.** June 16 via Miami for five days.

Francisco Teran V., Secretary, local Costa Rican Chamber of Industries, **interested in visiting cocoa processing plants.** June 16 via Miami for five days.

Jorge Clare J., Vice President, Costa Rican Chamber of Commerce, and Production Manager, Productos de Concreto, S.A., San Jose, **interested in visiting a manufacturer of concrete mixing equipment.** June 16 via Miami for five days. WTD under revision.

Guillermo Cruz B., President, Costa Rican Chamber of Industries, and Superintendent, Republic Tobacco Co., **interested in discussing industrial promotion with officials of Miami's Chamber of Industries.** June 16 via Miami for five days. WTD 10/22/65.

All of these aforementioned visitors may be contacted through the Costa Rican Consul General, Congress Bldg., Miami, Fla.

Arnoldo Rodriquez B., Director, local Costa Rican Chamber of Industries, and Manager, Proyectos Industriales Ltda., San Jose, **interested in contacting construction engineers and architects.** June 16 via Miami for five days. WTD 6/1/66.

Ernesto Ruiz A., Director, local Costa Rican Chamber of Industries, and representing Costa Rican Cocoa Products Ltd., San Jose, **interested in visiting cocoa processing plants.** June 16 via Miami for five days. c/o Costa Rican Consul General, Congress Bldg., Miami, Fla. WTD in preparation.

Mario Facio S., Manager, Envases Industriales de Costa Rica, San Jose, **interested in visiting a manufacturer of cardboard containers.** June 16 via Miami for five days. c/o Costa Rican Consul General, Congress Bldg., Miami, Fla. WTD 3/12/64.

Alvaro Batalla, President, Empacadora Cinta Azul, S.A., San Jose, **interested in visiting a meat products packing plant.** June 16 via Miami for five days. c/o Costa Rican Consul General, Congress Bldg., Miami, Fla. WTD 4/29/66.

Freddy Solis A., Director, Costa Rican Chamber of Industries, San Jose, and Manager, Fabrica de Calzado La Colonial, San Jose, **interested in visiting a shoe manufacturing plant.** June 16 via Miami for five days. c/o Costa Rican Consul General, Congress Bldg., Miami, Fla. WTD in preparation.

GERMANY—Heinrich Feldhege, representing Adolf Lamprecht K.G., 3381 Hahndorf/Goslar, **interested in contacting U.S. manufacturers of enameled iron and metal sanitary ware to exchange ideas and discuss licensing agreement; requesting technical information.** June 18 via New York for three weeks. c/o Department of Commerce Field Offices or National Plumbing-Heating-Cooling Exposition, Atlantic City, N.J., from June 19-21. Itinerary: New York, Atlantic City, Jacksonville. WTD 5/26/66.

Dr. Hans Lehmann, Dreiturm-Seifenindustrie GmbH., Steinau Krs. Schluechtern, **interested in U.S. license/joint venture to diversify present product lines which include cosmetics, pharmaceuticals, plastic and plastic/wood products.** June 3 via New York for two to three weeks. c/o Park Sheraton Hotel, 7th Ave. & 55th St., New York, N.Y. Itinerary: New York, Washington, Los Angeles, St. Louis, Atlanta. WTD 1/5/66.

ISRAEL—Shlomo Z. May, President, Teletron Ltd., 14 Shamai St. or P.O. Box 866, Jerusalem, **interested in connections with U.S. manufacturers of educational games and kits for possible joint venture, in agencies for import/export of general products through a subsidiary, Foreign Trade & Distribution Co.; requesting technical information, production methods regarding manufacture of educational games and kits, and wishes to visit educational institutions for discussions with teachers.** June 10 via New York for one month. c/o Joseph Reiss, 1237 E. 23rd St., Brooklyn 10, N.Y. Itinerary: New York, others to be arranged. WTD 4/9/65.

KENYA—Ben Sennik, Desraj Bros. Ltd., P.O. Box 2469, Nairobi, **interested in contacting U.S. manufacturers of industrial chemicals, tallow, fatty acids, plastic resins, industrial engineers/equipment manufacturers to discuss turn-key plants for chromium plating, other medium sized projects.** June 4 via New York for five weeks. Itinerary: June 4-23 c/o Hobart Brothers AG., Troy, Ohio; Washington, D.C.; June 29-July 10. c/o Bank of America, International Service, 41 Broad St., New York 15, N.Y. WTD 6/9/65.

LEBANON—Elie Sehnaoui, Decotra, P.O. Box 4149, Beirut, **interested in contacting large construction firms in New York area; requesting technical information on civil engineering and construction work.** June 1 via New York for 20 days. c/o Consulate General of Lebanon, 9 E 76th St., New York, N.Y. Itinerary: New York. WTD in preparation.

SOUTH AFRICA—E. W. Billingham, Managing Director, Electrical Industries (Cape) (Pty.) Ltd., Marine Drive, Paarden Eiland, Cape Town, **interested in securing agencies/licenses for commercial refrigeration equipment, window and automotive air conditioners, other electrical appliance lines.** June 20 via New York for one month. c/o American Express Offices en route. Itinerary: New York, Philadelphia, Boston, Detroit, Chicago, San Francisco. WTD 4/14/65.

C. Englander, Aspire (Pty.) Ltd., Annan House, 86 Commissioner St., or P.O. Box 1401, Johannesburg, **interested in obtaining agencies for products in engineering and allied industries.** June 15 via New York for two to three weeks. c/o Thos. Cook & Sons, 587 5th Ave., New York, N.Y. Itinerary: To be arranged. WTD 5/9/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NATO to buy office chairs

An invitation to bid for 491 office chairs has been issued by Captain W. A. Lam, U.S. Purchasing and Contracting Office, Headquarters Allied Forces Southern Europe, Naples, Italy.

Invitation to bid, numbered 26-66, specifies 143 executive, swivel, adjustable steel chairs with grey upholstery; 100 chairs, steel, with grey upholstery and straight with arms; 100 chairs, as above but straight without arms; 143 steel swivel typist chairs and 5 drafting chairs, swivel, adjustable and with grey upholstery.

Bids must be received not later than 4 p.m. June 10 at the Headquarters, Allied Forces Southern Europe, Purchasing & Contracting Office, Naples, Italy.

A copy of the invitation to bid, bidding instruction and other documents may be obtained from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Business Firms—Malagasy Republic.

Dental Supply House—Italy.

Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Norway.

Photographic Supplies—Dealers and Photographers—Switzerland.

Sporting Goods, Toys and Games—Importers and Dealers—The Netherlands.

State Trading Organizations—Bulgaria.

New Books and Reports

Clearinghouse stops sales of 3 customs journals to public

Several others regarded of limited usefulness due to tariff changes

Because of the many changes reducing the usefulness of the *International Customs Journals* for Australia (PB-169284), Liberia (PB-169286) and Malta (PB-169292), they have been removed from public sale by the Clearinghouse for Federal Scientific and Technical Information.

As with all editions of the *International Customs Journals*, the tariff structure and rates shown are subject to change after the *Journals* are published. Major changes are published by the International Customs Tariffs Bureau in Brussels in the form of *Supplements* and these may be purchased from the Clearinghouse as they become available.

Major changes in the tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of INTERNATIONAL COMMERCE. In order to obtain the latest tariff information on individual products imported into specific foreign countries, you should, however, consult your local Department of Commerce Field Office.

For various reasons, the journals for several other countries are also considered as of limited usefulness, including:

Issues which are useful only as a guide to the nation's tariff structure—duty rates have changed extensively since publication of the journals for Ceylon (PB-169270), Czechoslovakia (PB-169278), Ghana (FB-169282), Italy (PB-169281) and Mauritius (PB-169279).

Journals which are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of the issues on East Africa (Kenya, Tanganyika and Uganda) (PB-169271), India (PB-169256), Ireland (PB-169259), Malaysia (PB-169279), Morocco (PB-169285), Peru (PB-169261), Tunisia (PB-169280), and Zambia (PB-169273).

Copies which accurately show duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC or Commonwealth) have changed since publication—Denmark (PB-169266), Finland (PB-169269), Great Britain and Northern Ireland (PB-169287), and Norway (PB-169267).

Preferential duty rates on imports from EEC countries have changed since publication of the Journal on Greece; otherwise it is generally reliable for duty rates and tariff structure.

Embassy reports

The most recent economic summaries by U.S. Foreign Service officers to be offered for sale by the Department of Commerce's Clearinghouse include first quarter reports from Argentina (DIB-66-700), Chile (DIB-66-701), Colombia (DIB-66-702), Liberia (DIB-66-703), Mexico (DIB-66-704), Nigeria (DIB-66-705), and Sweden (DIB-66-706).

The reports, which vary from 12 to 25 pages in length, are priced at $1 apiece.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-66.

***Praeger Special Studies on International Economics, Development, Politics and Public Affairs.* Frederick A. Praeger, New York.**

Latest titles in this international monograph series include:

Communist Trade with Developing Countries: 1955-65. By Carole A. Sawyer. 150pp. $10

The UAR in Development: A Study in Expansionary Finance. By George A. Kardouche. 200pp. $10

Development Planning in Ireland. By Loraine Donaldson. 170pp. $12.50

Expanding Ecuador's Exports: A Commodity-by-Commodity Study with Projections to 1973. By Ralph J. Watkins. 300pp. $15

International Technical Assistance Experts: A Case Study of the U.N. Experience. By Yonah Alexander. 220pp. $15

The Currency Ratio in Developing Countries. J. Daniel Khazzoom. 150pp. $13.50

Write: Frederick A. Praeger, 111 Fourth Ave., New York, N.Y. 10003.

***Working With the Latin American Press.* By James W. Carty, Jr. Algonquin Press, New York. 40 pp. $2.**

U.S. corporations operating in Latin America often have failed to staff local units with an adequate public relations capability. To bridge this communications gap, this new book from Algonquin Press seeks to familiarize business executives with the similarities and differences between U.S. press relations methods and those useful in neighboring markets. The compact book also will serve as a guide to the managers of local branches or subsidiaries whose grasp of basic press relations procedures is usually limited.

The book's practical approach is based on the premise that "the future of U.S. business interests in Latin America will be in large measure determined by the climate of opinion they face."

Write: The Algonquin Press, 380 Lexington Ave., New York, N.Y. 10017

***Japan: Meeting the Challenge of Asia's Richest Market.* By Business International, New York. 88pp. $40.**

More and more U.S. companies are successfully fighting their way into Japan's $80 billion market, with obvious benefits to the American balance of payments, according to Business International.

The rules under which foreign business must enter and operate in Japan are largely unwritten, and they are constantly varying. According to Business International, the most useful guide for a company wishing to tap the rich Japanese market is the experience of firms that have attempted to do the same. Case histories of failures can be just as significant as those of firms that have succeeded.

The report not only covers the key question of how a foreign business can enter Japan, but also deals with the many operating, financial, and marketing problems that can arise at later stages of the venture.

Individual chapters cover the government's role in business, investing, licensing, joint ventures, capital sources, labor, taxes, imports and exports, distribution, and rules of competition.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017

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Calendar *for international traders*

ATLANTA—June 23—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BEAVER FALLS, PA.—June 15—"Join the March on Profits" Conference, Geneva College. Sponsors: Chambers of Commerce of Beaver Falls and Ellwood City; Geneva College; REEC; Pa. Department of Commerce.

CEDAR FALLS, IOWA—July 6—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CEDAR RAPIDS, IOWA—June 21—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 5:30 p.m., plant tour of Iowa Manufacturing; 7:30 p.m., dinner, Roosevelt Hotel.

CHICAGO—June 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—June 15—Chicago-Midwest Management Assn., LaSalle Hotel.

CHICAGO—June 21—Patent Law Assn. of Chicago, Meeting on International Trademarks, 3:30 p.m., Chicago Bar Assn.

CHICAGO—July 7-8—Businessmen's Consultations with Oliver Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

CHICAGO—July 14—Meeting for Exporters, Field Office.

CLEVELAND—June 22—Middle East Conference, 10 a.m.-12 noon, East Ohio Gas Co. Speaker: **John B. Breen, Bureau of International Commerce.** Sponsors: REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—July 13—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—July 27—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

DETROIT—June 14—Export Workshop, 9 a.m.-12:30 p.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DOYLESTOWN, PA.—June 13—International Trade Development Assn. of Bucks County, monthly meeting, 5:30 p.m., Conti's Cross Keys Inn.

HONOLULU—June 22—Businessmen's Consultations with Edward C. Howatt, Commercial Officer, Melbourne, Australia. Field Office.

KANSAS CITY, MO.—June 23—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—June 24-25—Counseling Mid-Continent Clients Who Trade Abroad, 5100 Rockhill Rd. Sponsors: Law Center, University of Missouri at Kansas City; REEC; Kansas City Field Office, Department of Commerce.

MEMPHIS—June 15—Mid-South Exporters' Roundtable, annual dinner meeting and election, Cafe St. Clair.

MIAMI—June 23—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—June 29—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

NEWARK, N.J.—June 16—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

NEW HAVEN, CONN.—June 15—Foreign Trade Workshop, 9 a.m.-12 noon, Chamber of Commerce Conference Center. Sponsors: Chamber of Commerce; REEC; Hartford Field Office, Department of Commerce.

NEW YORK—June 15—Businessmen's Consultations with members of U.S. Trade Mission to Guyana, Netherlands Antilles, and Surinam, Garden City Hotel, Garden City, L.I. Sponsors: Long Island Assn. of Commerce and Industry, Inc.; New York Field Office, Department of Commerce.

NEW YORK—June 16—FCIB Drug, Chemical & Food Export Club-Industry Group, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—June 21—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NEW YORK—June 21—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NORRISTOWN, PA.—June 13—World Trade Assn. of Montgomery County, monthly luncheon meeting, Cross Roads Motel.

PHILADELPHIA—June 15—Conference on Packing, Shipping and Insurance, Field Office.

PHILADELPHIA—June 15—Foreign Traders Assn., meeting, 6 p.m., Brass Rail, International Airport.

SAN FRANCISCO—June 16—Conference on Problems in U.S.-Japan Trade, Fairmont Hotel. Sponsors: U.S.-Japan Trade Council, Inc.; Chambers of Commerce of Greater San Francisco and Oakland.

ST. LOUIS—June 14—Export Workshop, Monsanto Co. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—June 28—Export Workshop, Doane Agricultural Service. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WASHINGTON—June 13—Foreign Construction Conference of Associated General Contractors of America, Washington Hilton. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

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Follow the arrows to read this table

	Trend of the Market	U.S. Share of the Market
Increasing	↗	↗
Steady	→	→
Declining	↘	↘

SITC NUMBER	COMMODITY	AFRICA				AMERICAN REF			
		NIGERIA		SOUTH AFRICA		ARGENTINA		COLOMBIA	
51250	Acids and their derivatives	↗	↗	↗	↘	↗	↗	↗	—
54170	Medicaments	→	→	↗	↗	↗	→	↗	↗
58120	Selected plastics; polymers and copolymers	↗	↗	↗	↗	↗	→	↗	↘
64120	Printing and writing paper	↗	↗	↗	→	↗	→	↗	—
65160	Yarn and thread of synthetic fiber	→	↗	↗	→	↗	↘	↗	↘
65360	Synthetic fiber fabrics	↗	↗	↗	↗	↗	↗	↗	↘
67430	Iron and steel plates and sheets less than 3 mm. thick	↗	↘	↗	↘	↗	↘	↗	↘
69420	Nuts, bolts, screws, rivets, and washers	↗	↗	↗	↘	↗	↘	↗	↘
71110	Steam generating boilers	↗	↘	↗	↘	↗	↘	↗	—
71220	Agricultural harvesting, threshing, and sorting machinery	↗	↘	↗	↘	↗	↘	↗	↘
71420	Calculating, accounting machines, electric computers, etc.	↗	→	↗	↘	↗	↘	↗	—
71510	Metal working machine tools	↗	↘	↗	↘	↗	↘	↗	↘
71710	Textile machinery	↗	↘	↗	↘	↗	↘	↗	—
71810	Paper making machinery	↗	↘	↗	→	↗	↘	↗	—
71830	Food processing machines, except household	↗	→	↗	↘	↗	↘	↗	↘
71840	Construction and mining machinery	↗	→	↗	↘	→	→	↗	↘
71910	Heating and cooling equipment	↗	↗	↗	↘	→	↘	↗	↘
71930	Mechanical handling equipment	↗	↗	↗	→	↗	↘	↗	↘
72210	Electric power machinery	↗	↗	↗	→	→	↘	→	↘
72500	Household electric equipment	↗	↗	↗	↗	↗	↘	↗	—
73230	Buses	↗	→	↗	↘	→	→	↗	↘
82100	Furniture	↗	↗	↗	↘	↗	↗	↗	—
84112	Women's, girl's, and infants' outer garments	↗	↘	↗	↘	↗	→	↗	↘
89210	Books, pamphlets, and maps printed	↗	↗	↗	↗	↗	↗	↗	↗